

# New Marketing Model

## Ideal coverage for Buyers and Sellers

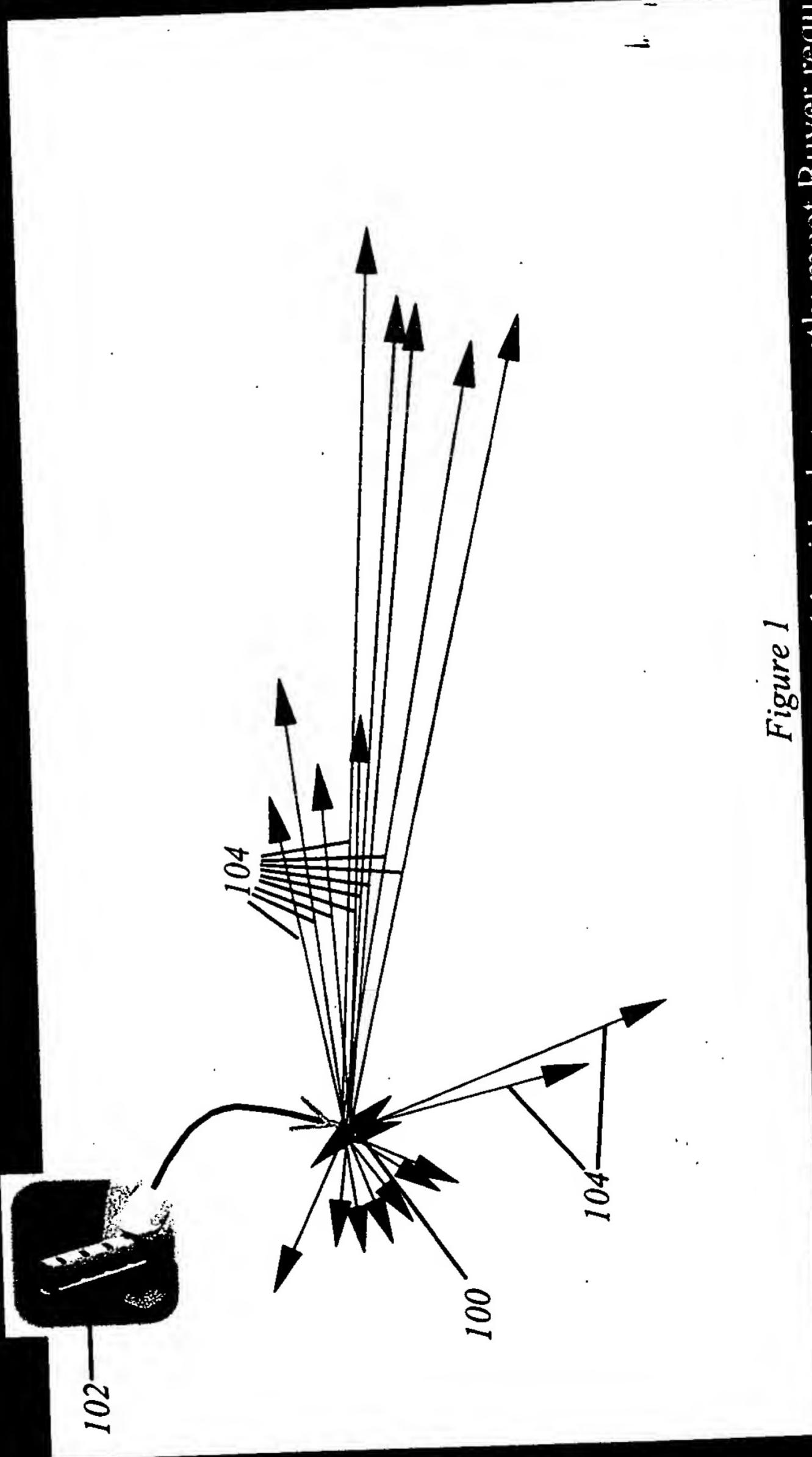


Figure 1

RFQsolutions provides immediate access to all Sellers world wide that exactly meet Buyer requirements and have specific capability to produce the components specified in the Request For Quote (RFQ). The RFQ and the RFQsolutions System does the rest. The system makes the RFQ Buyer simply enters the RFQ and the RFQsolutions System available to all members who meet the criteria and have the necessary capability. Members have the option of having RFQsolutions email "Notice of New RFQ".

# New Marketing Model

Ideal coverage for Buyers and Sellers

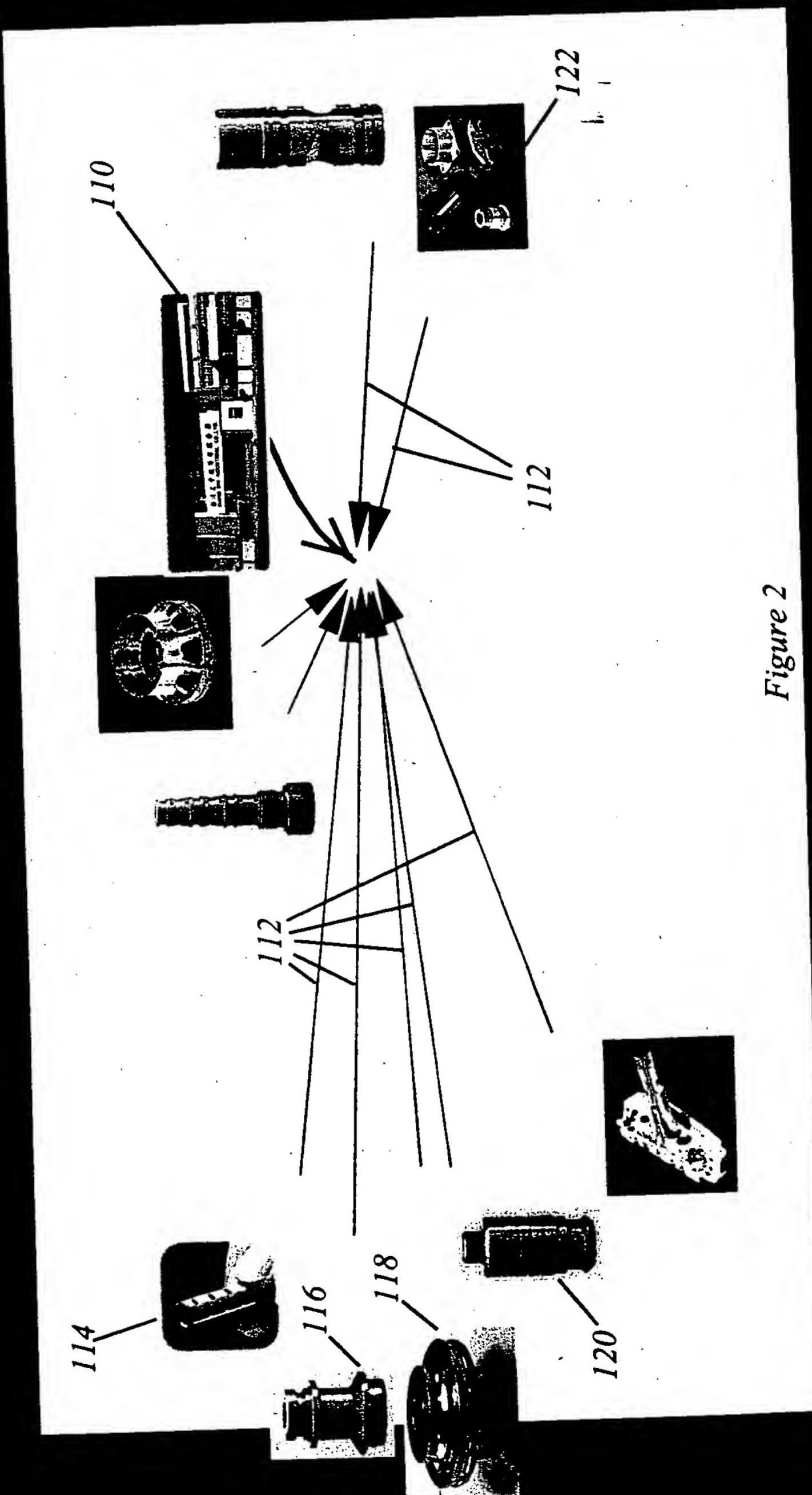


Figure 2

Two clicks into the RFQsolutions Web site Sellers (Suppliers) can display "View Open RFQs. A display all RFQs are listed. The RFQsolutions System has predetermined that the Seller meets all criteria of the Buyers, the Seller has the necessary capability and the Buyers meet all requirements of the Seller

# Unique Community Identifier

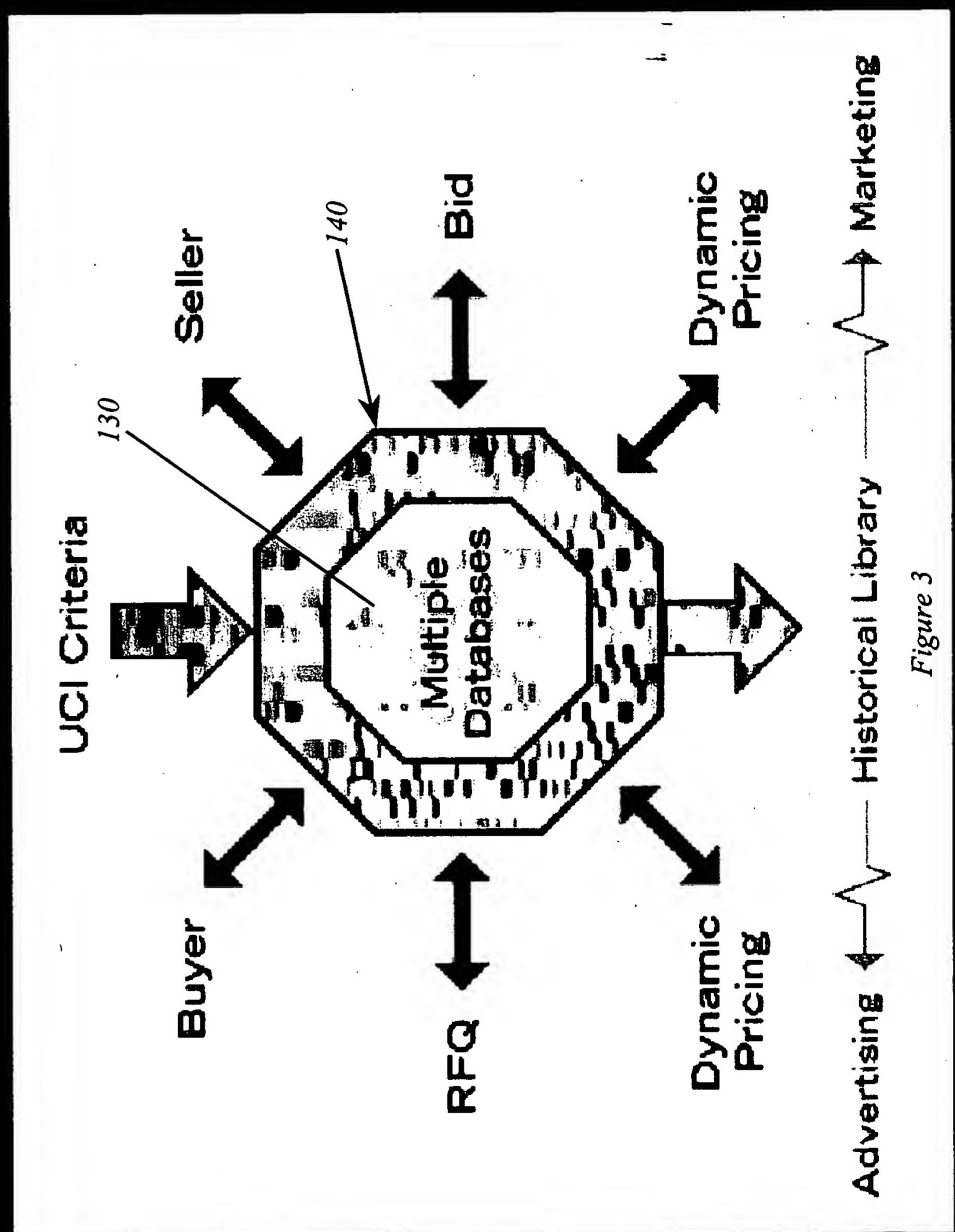


Figure 3

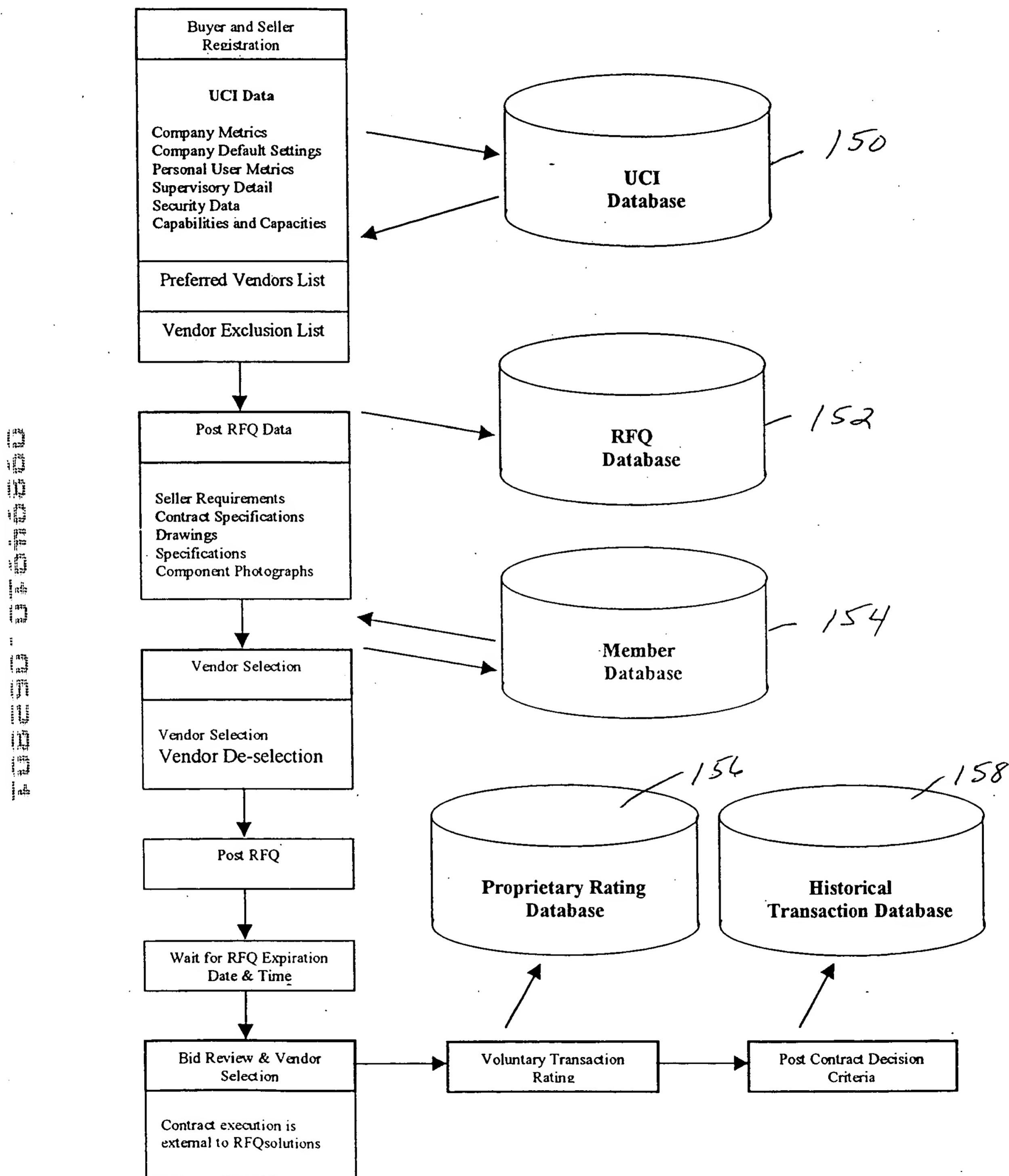


FIGURE 4a

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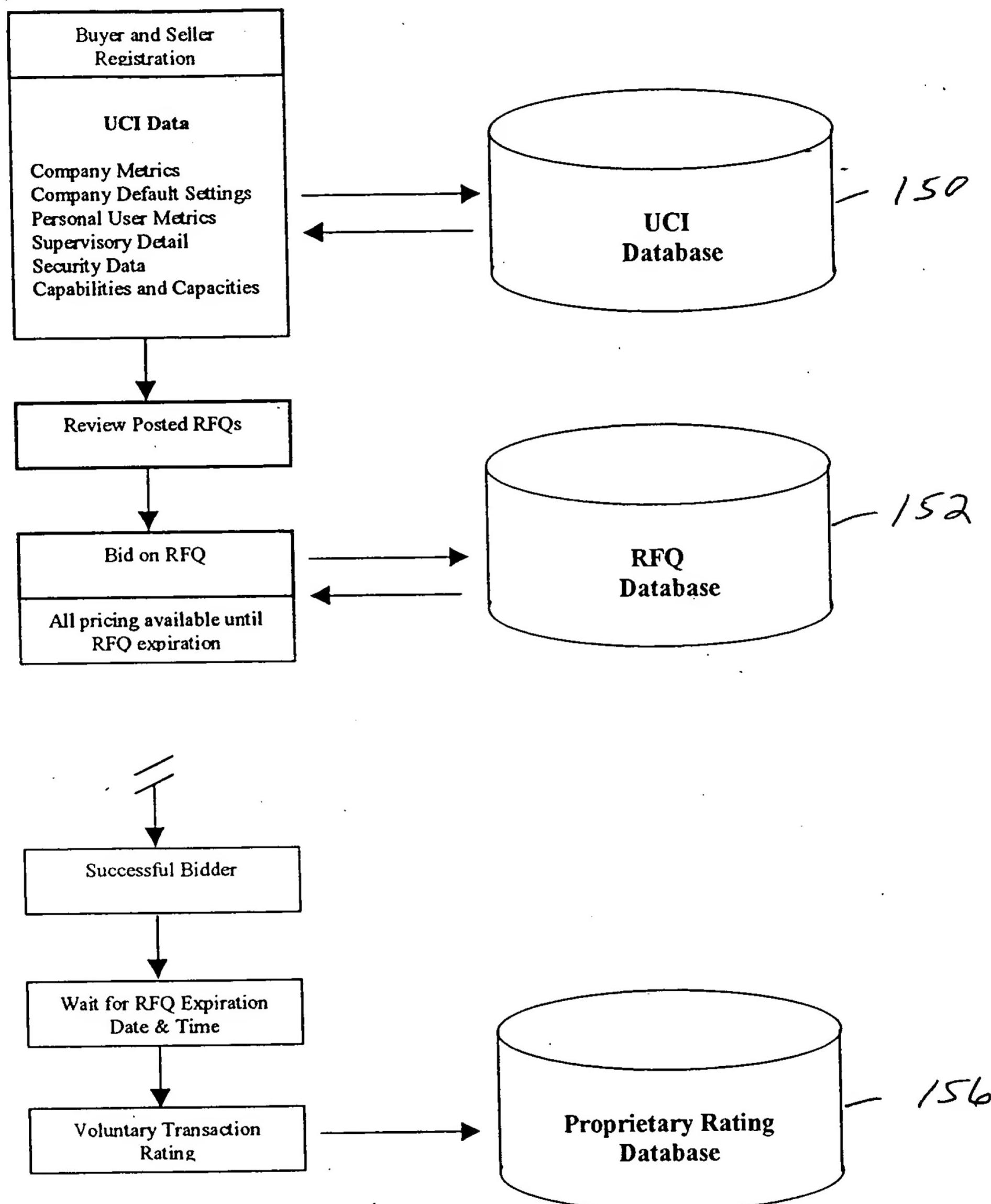


FIGURE 4b

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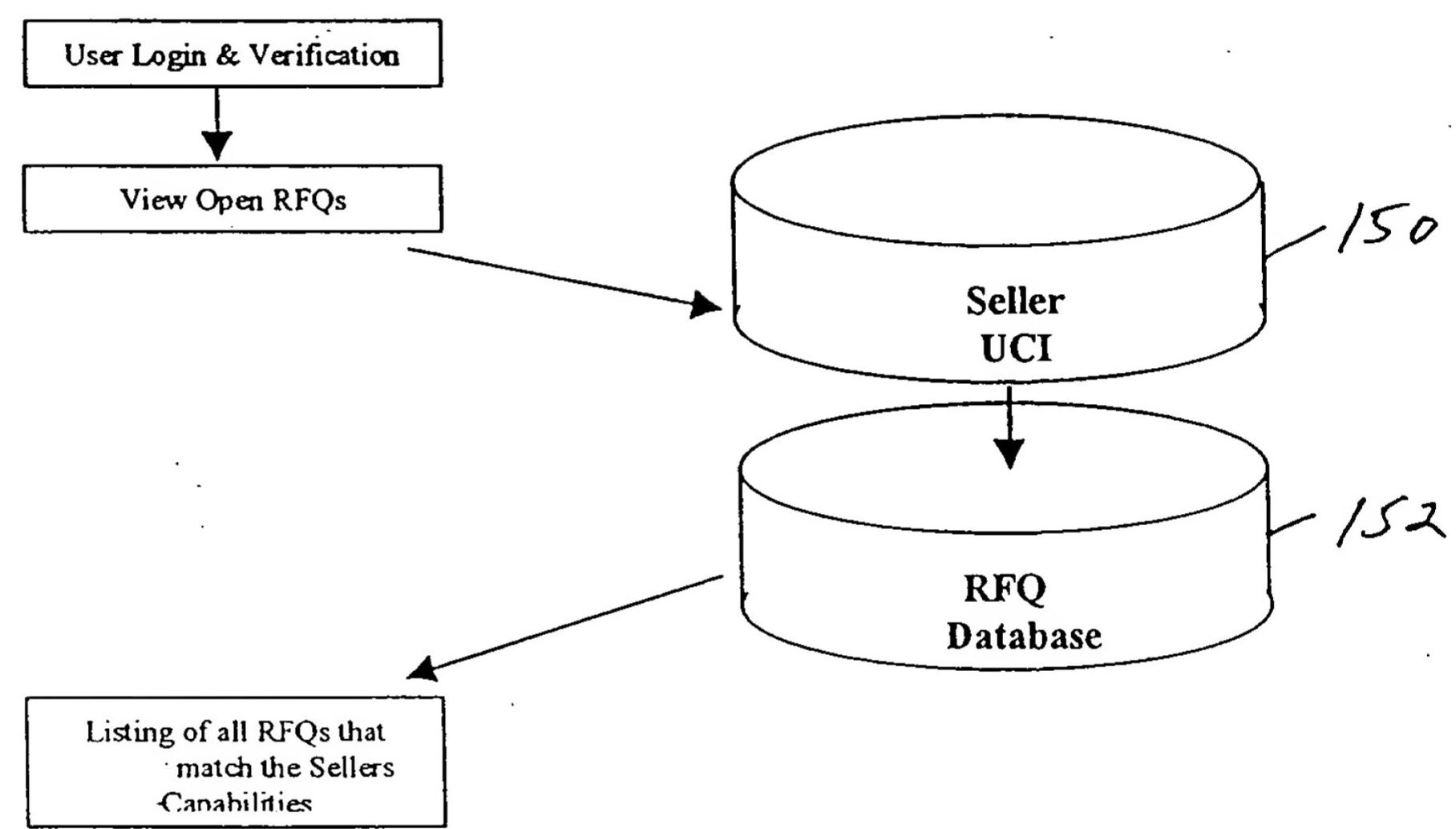


FIGURE 5

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UCI - Company Metrics - General	
Name & Address	
Web site URL	
Contact Information; Key Individuals, Phone, Fax	
Email Addresses; Sales, Marketing, Engineering, Purchasing	
Financial Data; Bank, Annual Sales	
Dunn & Bradstreet Number	
Founding Date - Years in Business	
Facility Size	
Number of Employees	
Unique Company Status (United States Only); Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned	
Industries Served	
Geographic Area Served	
Languages Spoken	
Business References	
Quality Systems Employed	
Engineering Systems	
Manufacturing Systems and Methods Employed	
Production Service Categories Available	
Process Capabilities and Capacities	
Product Descriptors; products manufactured or services performed at this location	
Company Awards & Certificates	
Recent Press Releases and Articles	

FIGURE 6

## Edit Company Profile Data

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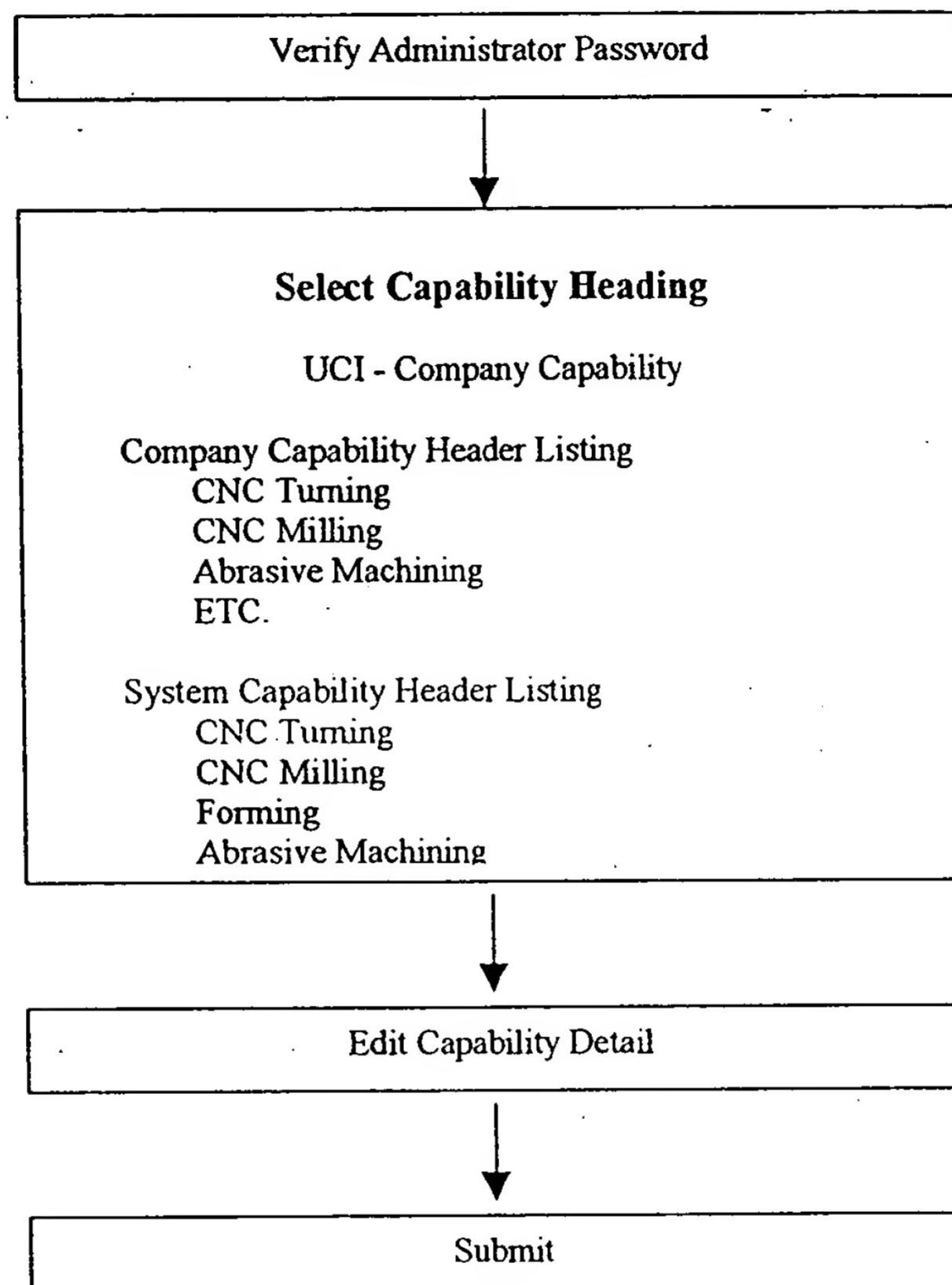


FIGURE 7

<b>UCI - Company Default Settings</b>	
Buyer Company Default Options for Seller Qualifications	
Years in Business	
Minimum Facility Size	
Minimum Number of Employees	
Geographic Area	
Languages Spoken	
Quality Systems Employed	
Engineering Systems	
Manufacturing Systems and Methods Employed	
Unique Company Status (United States Only); Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned	
Production Service Categories Available	
Minimum Seller Quality Rating; Quality, Delivery, Price	
Seller Company Default Options for Buyer Qualifications	
Years in Business	
Geographic Area	
Languages Spoken	
Minimum Buyer Quality Rating; Payment Rating	
Buyer Company "Best Value" Criteria	
Buyer Company Basic Purchase Criteria	
Company Vendor Lists	
Preferred Vendor	
Excluded Vendors	

FIGURE 8

<b>UCI - Company Default Settings - Supplier Selection - Preferred Vendor List</b>	
Member ID	
Develop Preferred Vendor Lists	
Identify Lists by name, products, services, etc.	
Add Preferred Vendors for each list	
Preferred Vendor Data	
Preferred Vendor - RFQsolutions Identification Number	
Company Name	
Products	

FIGURE 9

<b>UCI - Company Default Settings - Supplier Selection - Exclude Vendors by List</b>	
Member ID	
Develop Exclude Vendor Lists	
Identify Lists by name, products, services, etc.	
Add Exclude Vendors for each list	
Exclude Vendor Data	
Exclude Vendor - RFQsolutions Identification Number	
Company Name	
Products	

FIGURE 10a

<b>UCI - Company Default Settings - Supplier Selection - Exclude Vendors Totally</b>	
Member ID	
Develop Exclude Vendor List	
Exclude Vendor Data	
Exclude Vendor - RFQsolutions Identification Number	
Company Name	

FIGURE 10b

<b>UCI - Personal User Metrics - General</b>	
Buyer Default Options for Seller Qualifications	
Years in Business	
Minimum Facility Size	
Minimum Number of Employees	
Unique Company Status: Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned	
Geographic Area	
Languages Spoken	
Quality Systems Employed	
Engineering Systems	
Manufacturing Systems and Methods Employed	
Product Descriptors; products or services performed at this location	
Minimum Seller Quality Rating; Quality, Delivery, Price	
Seller Default Options for Buyer Qualifications	
Years in Business	
Geographic Area	
Languages Spoken	
Minimum Buyer Quality Rating; Payment Rating	
Buyer "Best Value" Criteria	
Buyer Basic Purchase Criteria	
Vendor Lists	
Preferred Vendor	
Excluded Vendors	
Member Usage Options	
Email Advisor for New Work	
Email Advisor for receipt of a Lower Bid	
Turn off Targeted Marketing (Banners) - Permission Advertising	
Turn off Help "Mouse Overs"	

FIGURE 11

UCI - Personal User Metrics - New Member Training	
Individual Member ID	
Individual Registration Date	
Training Completed	
Training Revision	
Training Modules, Viewed	a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z
Training Modules, Date Viewed	a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z

FIGURE 12

UCI - Personal User Metrics - New Member Testing	
Individual Member ID	
Individual Registration Date	
Testing Completed	
Test Revision	
Test Modules, Completed	a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z
Test Modules, Date Completed	a,b,c,d,e,f,g,h,I,j,k,l,m,n,o,p,q,r,s,t,u,v,w,x,y,z

FIGURE 13

UCI - Personal User Metrics - Proprietary Rating System - Buyer	
Rating ID (automatic)	
Member ID (Buyer)	
Transaction ID	
Rater Member ID (Seller)	
Rating Date (automatic)	
Proprietary Rating System - Buyer	
Timely Pay: a - Fast Pay, b - Per Terms, c - Slow Pay	
Quality of Interaction; a - Professional, b - Normal, c - Troublesome	

FIGURE 14

<b>UCI - Personal User Metrics - Proprietary Rating System - Seller</b>
Rating ID (automatic)
Member ID (Seller)
Transaction ID
Rater Member ID (Buyer)
Rating Date (automatic)
Proprietary Rating System - Seller
Quality Rating; 10 - Best, 1 - Worst
Delivery Rating; 10 - Best, 1 - Worst
Price Rating; 10 - Best, 1 - Worst
Quality of Interaction; a - Professional, b - Normal, c - Troublesome

FIGURE 15

<b>UCI - Personal User Metrics - Proprietary Rating System - Buyer</b>
Individual Member ID
Member ID (Buyer Company)
Proprietary Rating System - Seller
Quality Rating Percent
Delivery Rating Percent
Price Rating Percent
Quality of Interaction Percent

FIGURE 16

UCI - Personal User Metrics - Supplier Selection - Preferred Vendor List Name	
Individual Member ID	
Member ID (Buyer Company)	
Preferred List ID	
List a - List Name	

FIGURE 17a

UCI - Personal User Metrics - Supplier Selection - Preferred Vendor List	
Individual Member ID	
Member ID (Buyer Company)	
Preferred List ID	
List a - Member ID (Vendor)	

FIGURE 17b

UCI - Personal User Metrics - Supplier Selection - Exclude Vendors	
Individual Member ID	
Member ID (Buyer Company)	
Exclude List ID	
List Member ID (Vendor)	

FIGURE 18

<b>UCI - Personal User Metrics - Buyer Basic Purchase Criteria</b>
Individual Member ID
Member ID
Ship to Address
Bill to Address, Contact
Terms of Payment, method
Insure Shipment, amount
Carrier
First Delivery ARO, 6 weeks

**FIGURE 19**

UCI - Personal User Metrics - Member Usage Options

<b>UCI - Personal User Metrics - Member Usage Options</b>
Individual Member ID
Member ID
Email Advisor for New Work
Email Advisor for receipt of a Lower Bid
Turn off Targeted Marketing (Banners) - Permission Advertising
Turn off Help "Mouse Overs"

**FIGURE 20**

<b>UCI - Personal User Metrics - Buyer Default Options for Seller Qualifications</b>
Individual Member ID
Member ID
Years in Business
Minimum Facility Size
Minimum Number of Employees
Unique Company Status; Minority Owned Enterprise, Woman Owned Enterprise, Disadvantaged, Veteran Owned, Disabled Veteran Owned, Vietnam Veteran Owned
Geographic Area
Languages Spoken
Quality Systems Employed
Engineering Systems
Manufacturing Systems and Methods Employed
Product Descriptors; products or services performed at this location
Minimum Seller Quality Rating; Quality, Delivery, Price

FIGURE 21

<b>UCI - Personal User Metrics - Seller Default Options for Buyer Qualifications</b>
Individual Member ID
Member ID
Years in Business
Geographic Area
Languages Spoken
Minimum Buyer Quality Rating; Payment Rating

FIGURE 22

<b>UCI - Personal User Metrics - Don't Show Feature</b>	
Individual Member ID	
Member ID	
Don't Show RFQ ID	
RFQ ID Expiration Date	

**FIGURE 23**

<b>UCI - Supervisory Detail</b>	
Member ID	
Supervisor (Individual Member ID)	
Subordinate (Individual Member ID)	

**FIGURE 24**

<b>UCI - Security Data, Individual</b>	
Member ID	
Individual Member ID	
User Name	
Password	

**FIGURE 25a**

<b>UCI - Security Data, Company Administrator</b>	
Member ID	
Company Administrator (Individual Member ID)	
Administrator Password	

**FIGURE 25b**

## Edit User Profile Data

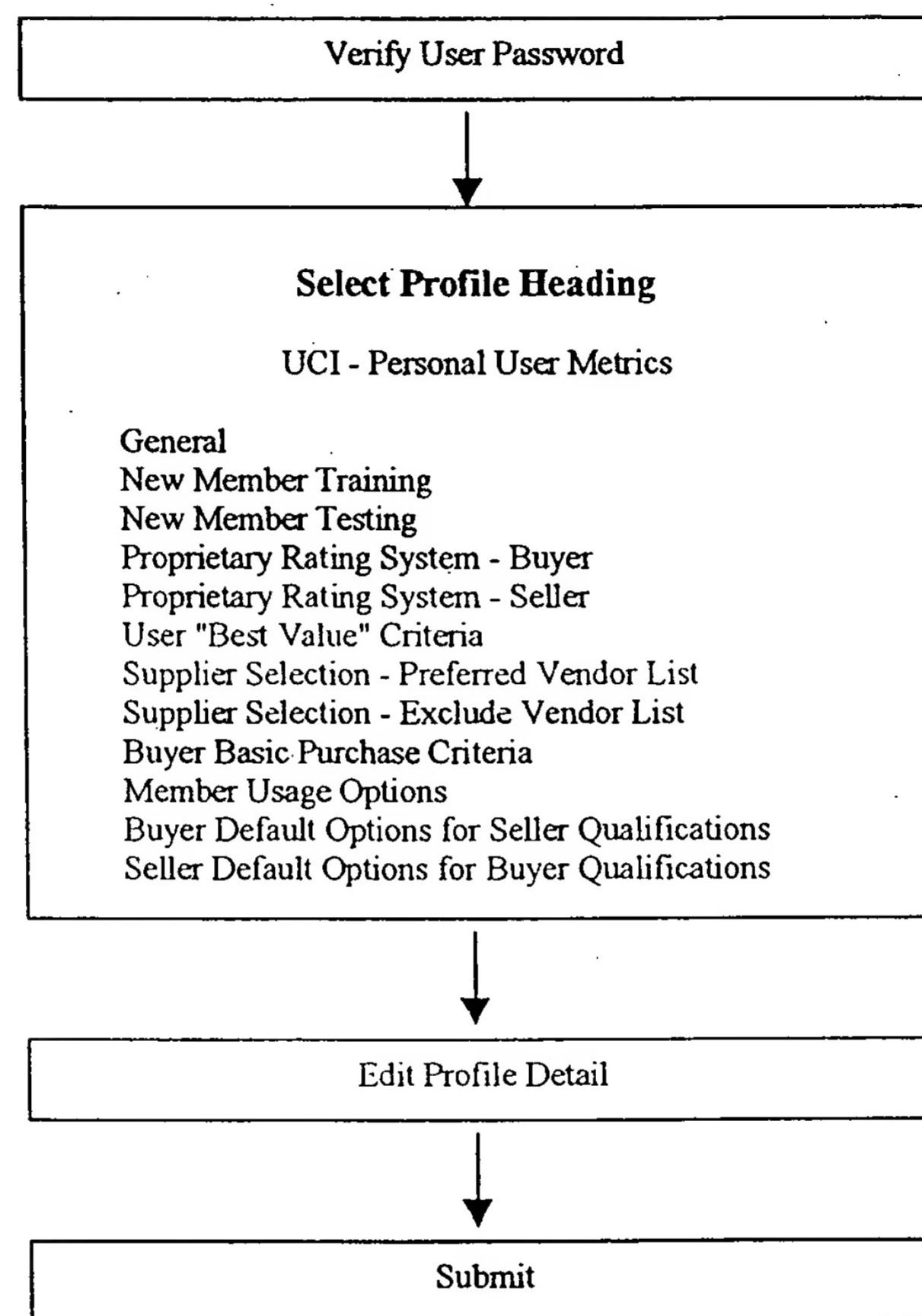


FIGURE 26

## Edit Company Profile Data

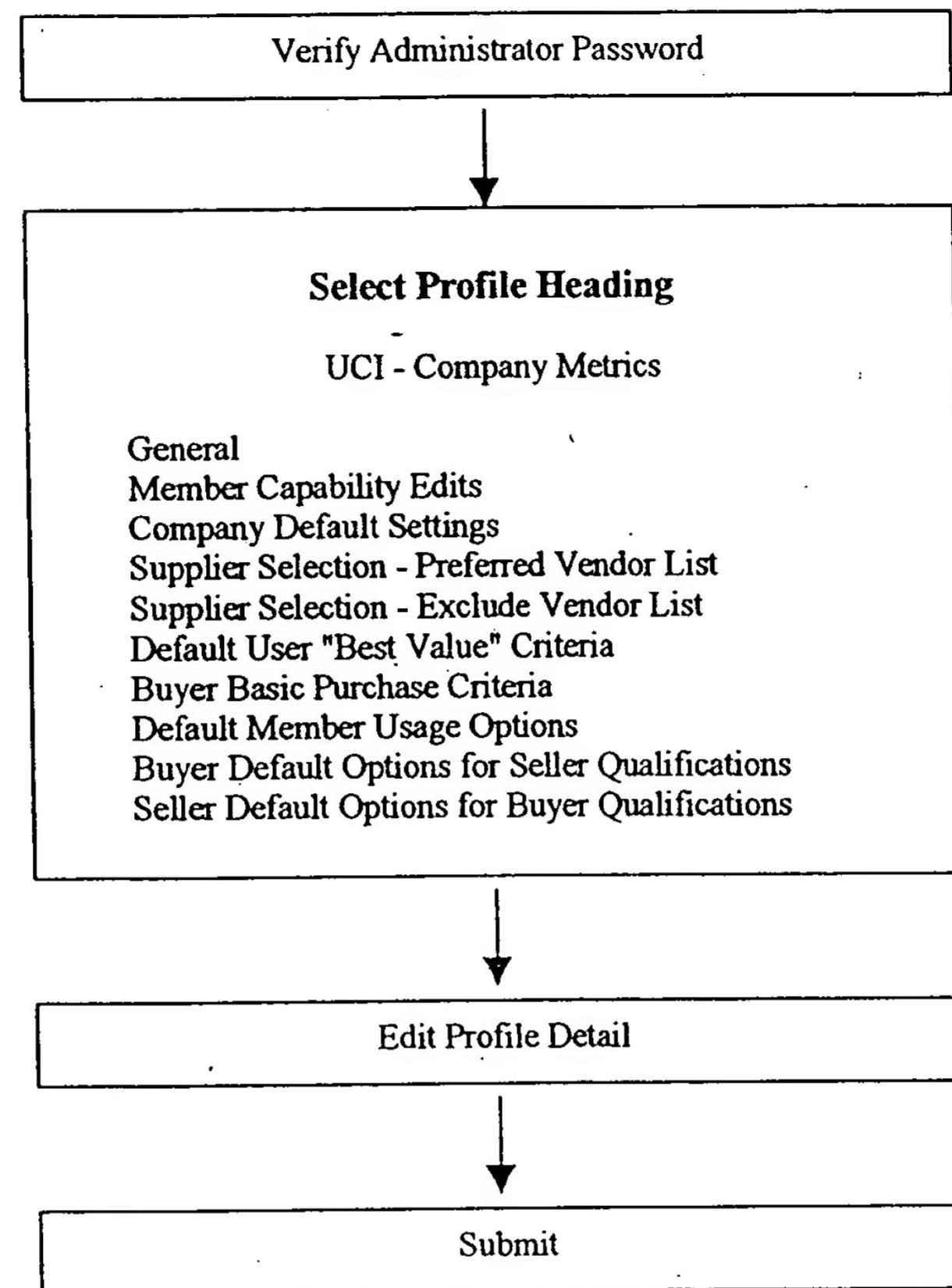


FIGURE 27

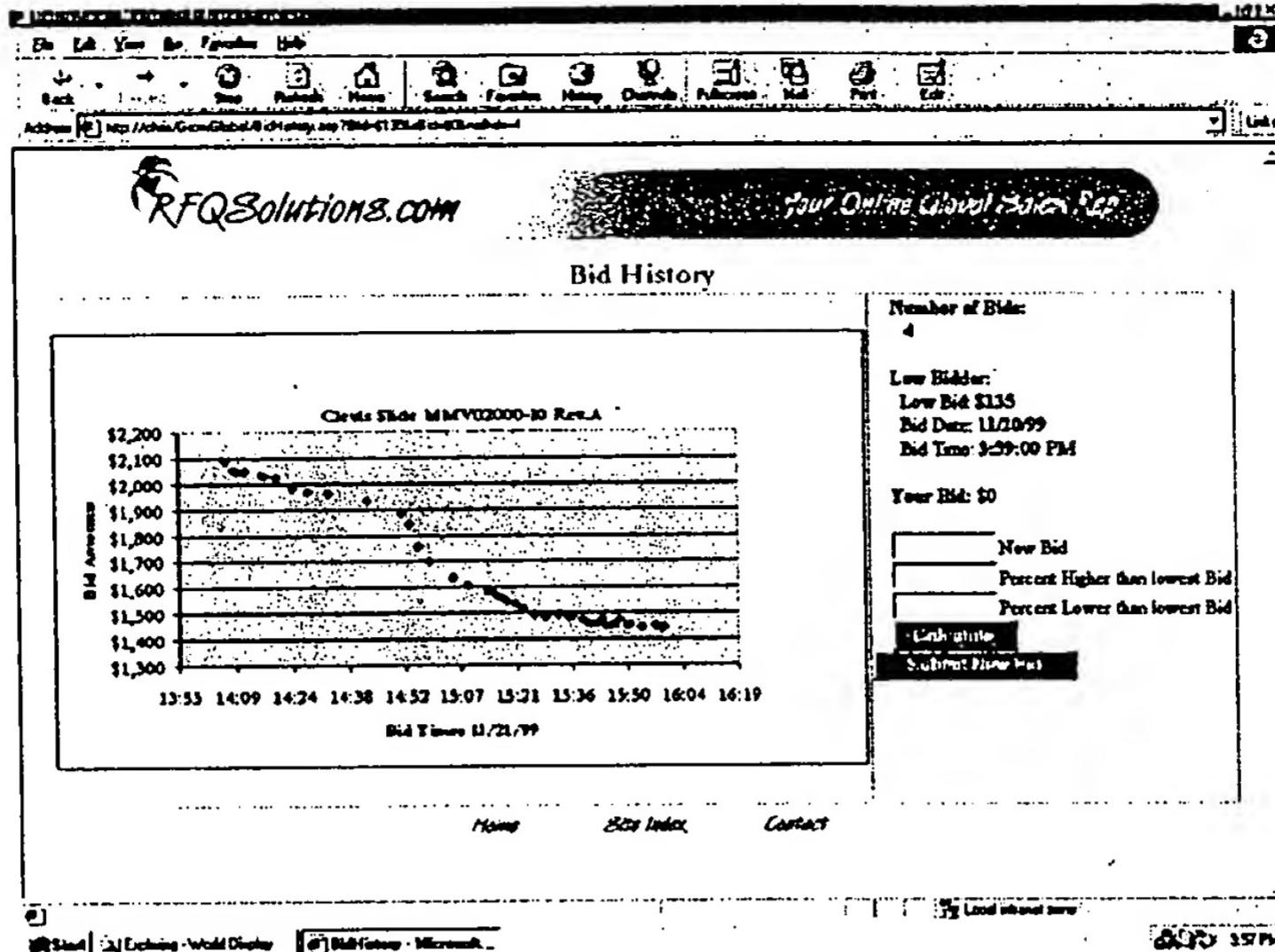
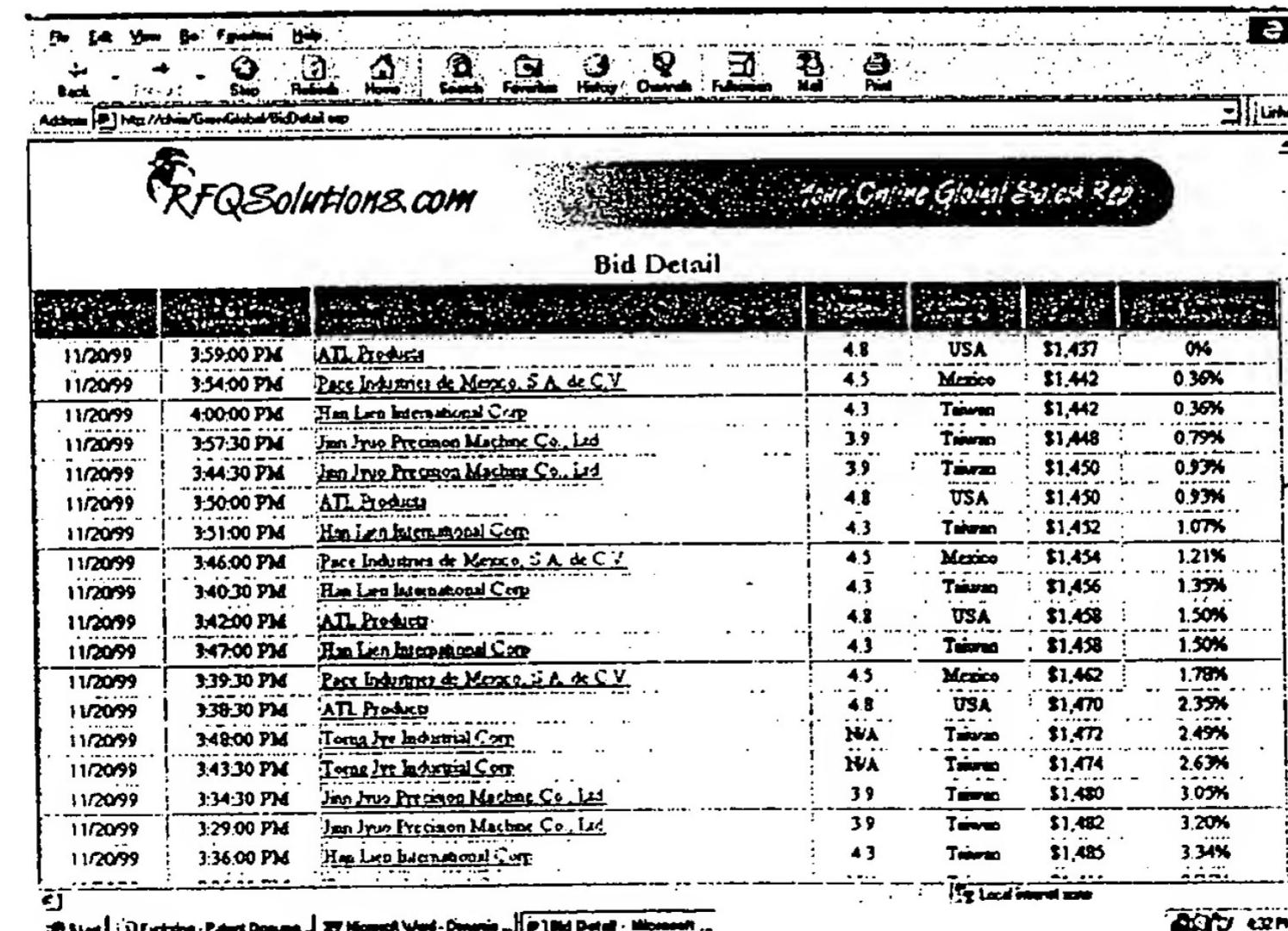


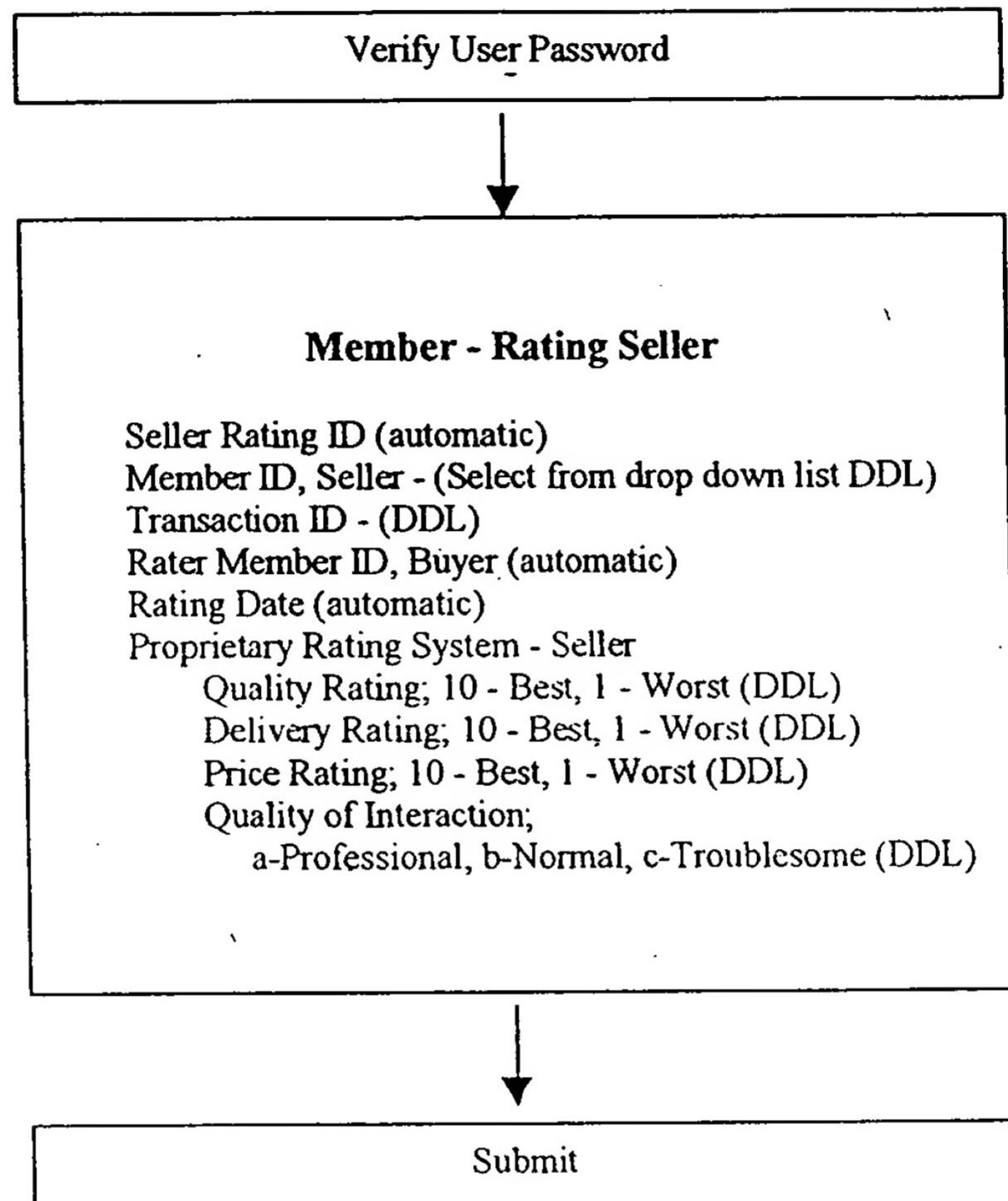
FIGURE 28



**FIGURE 29**

## **Proprietary Rating System - Rating Seller**

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**FIGURE 30**

### Proprietary Rating System - Rating Seller

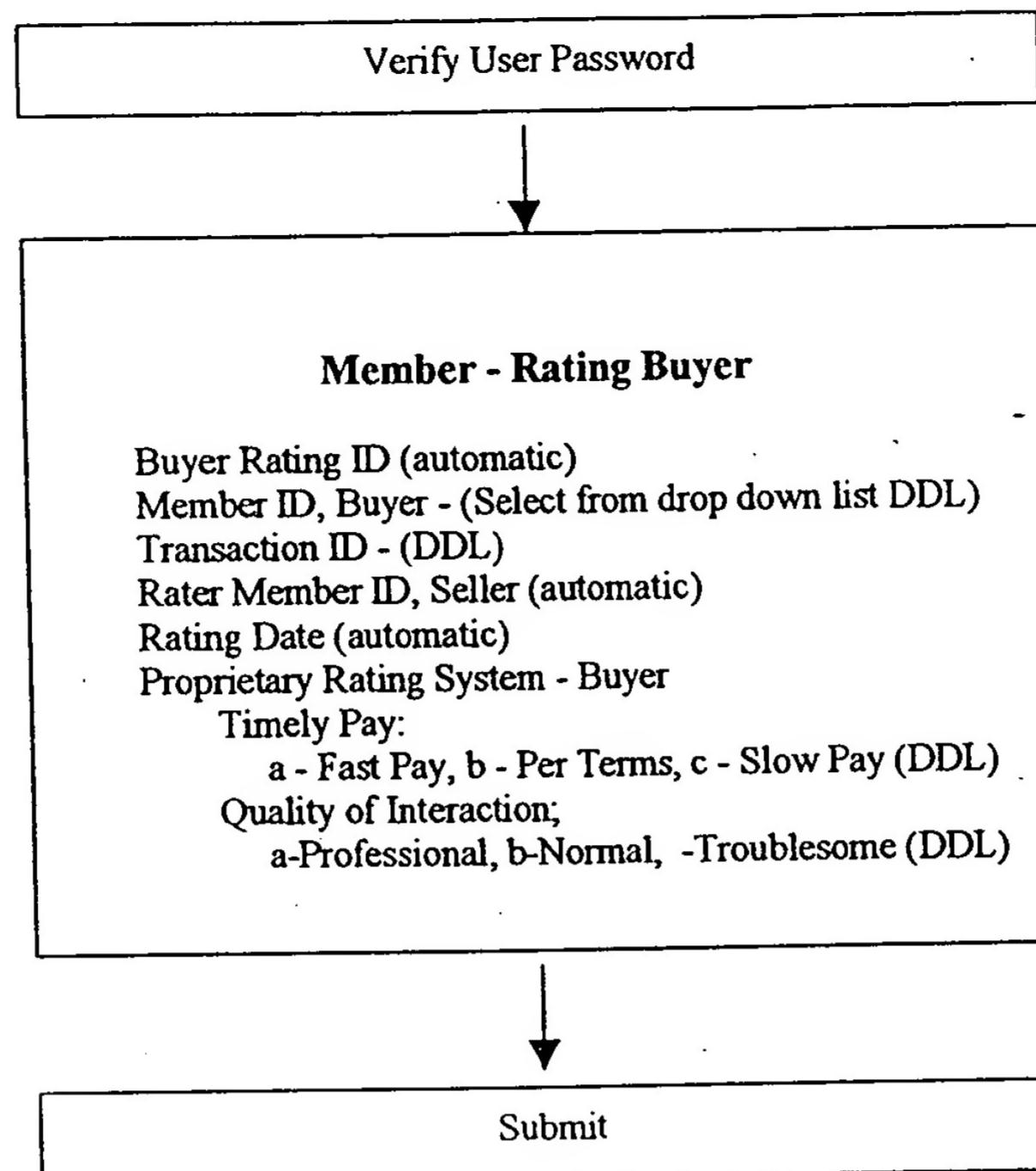


FIGURE 31

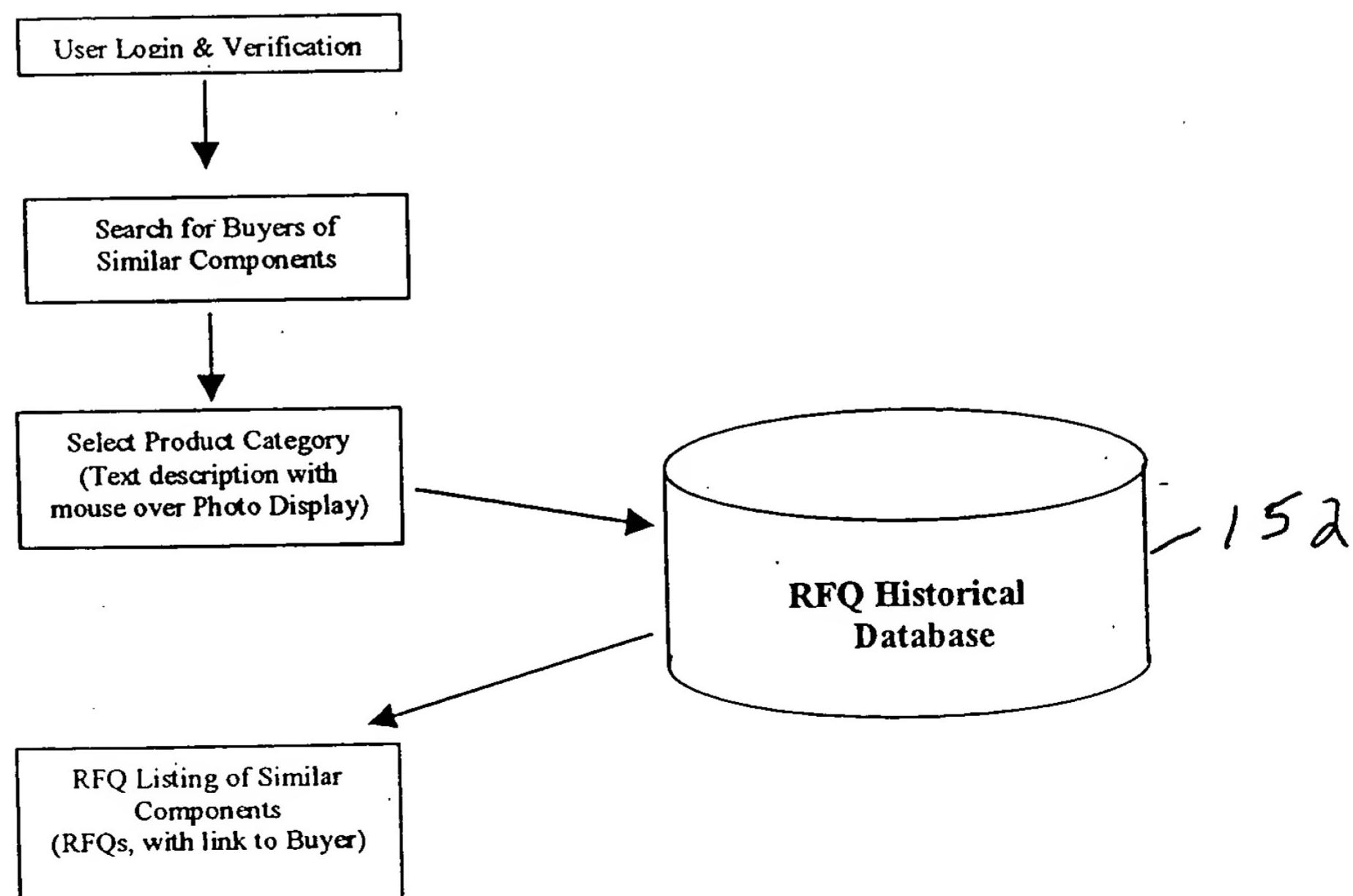


FIGURE 32

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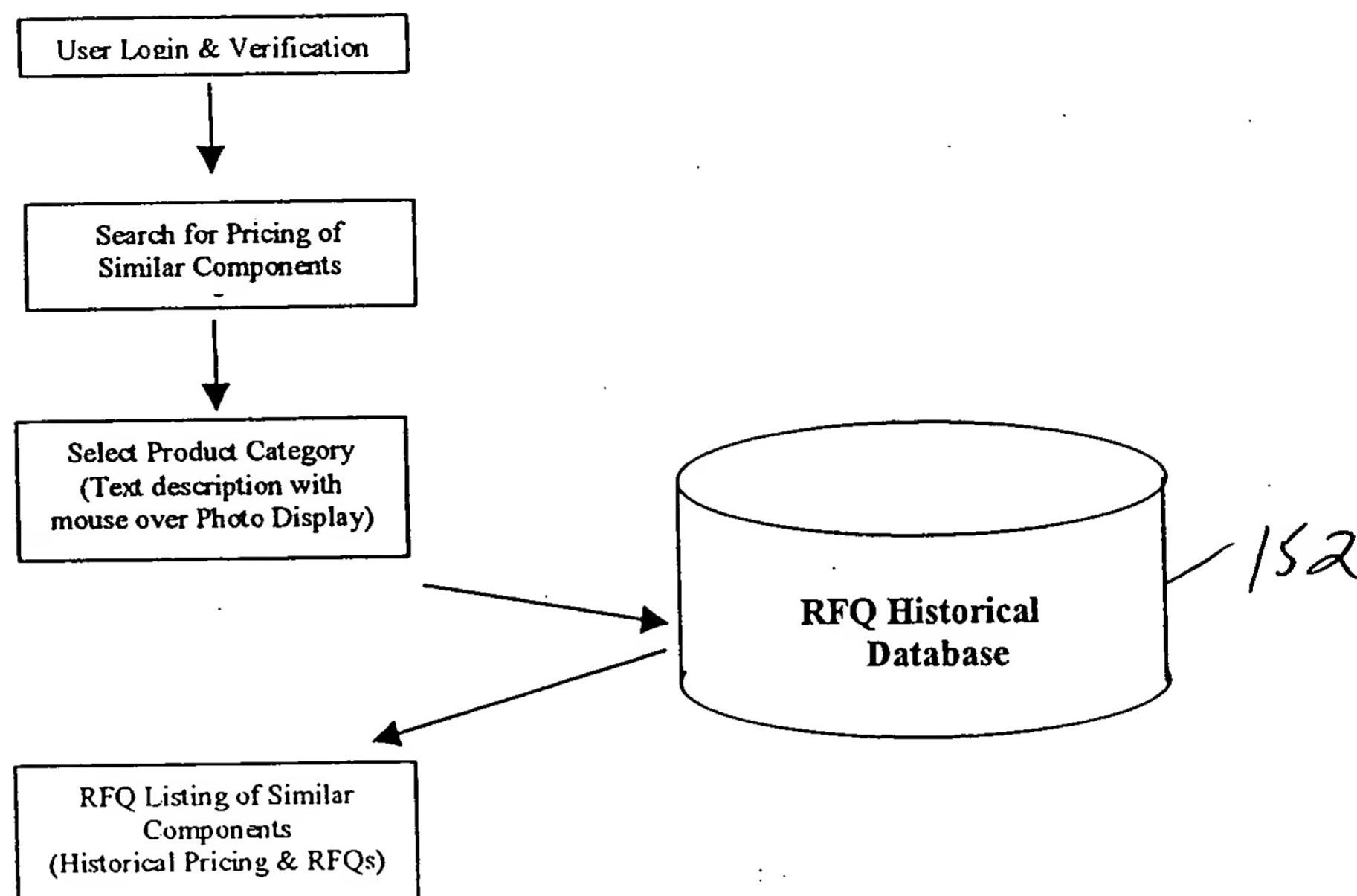


FIGURE 33

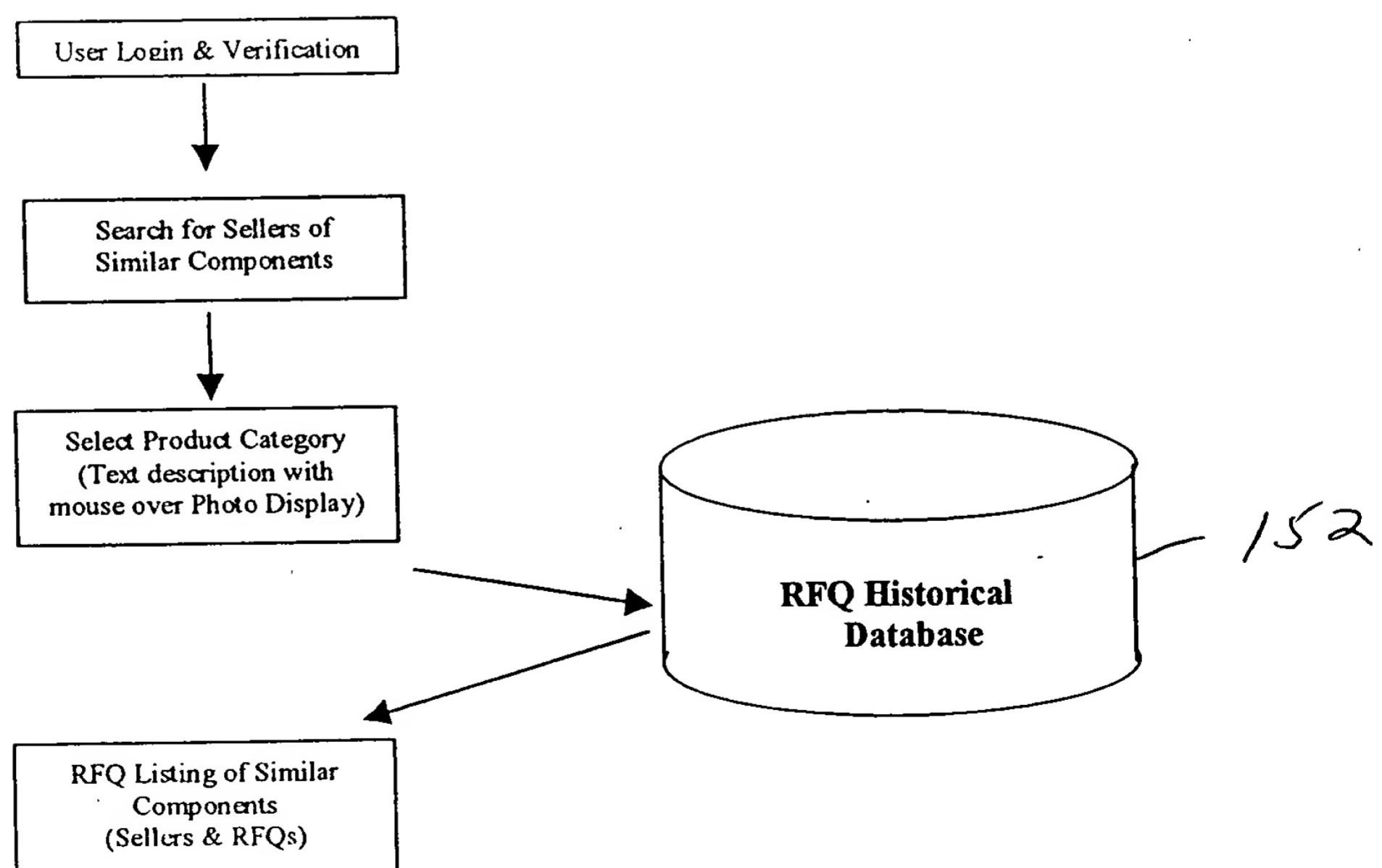


FIGURE 34

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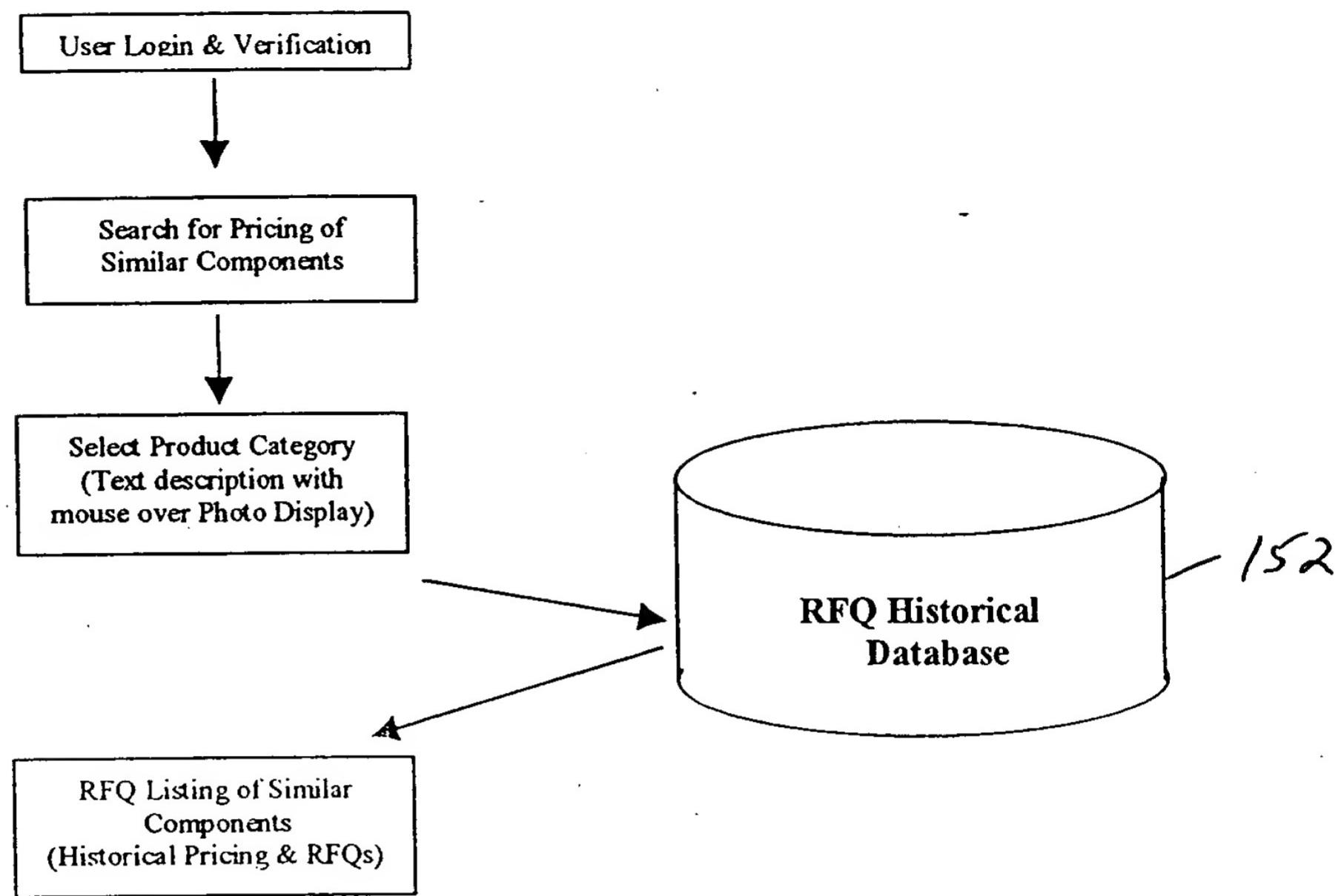


FIGURE 35

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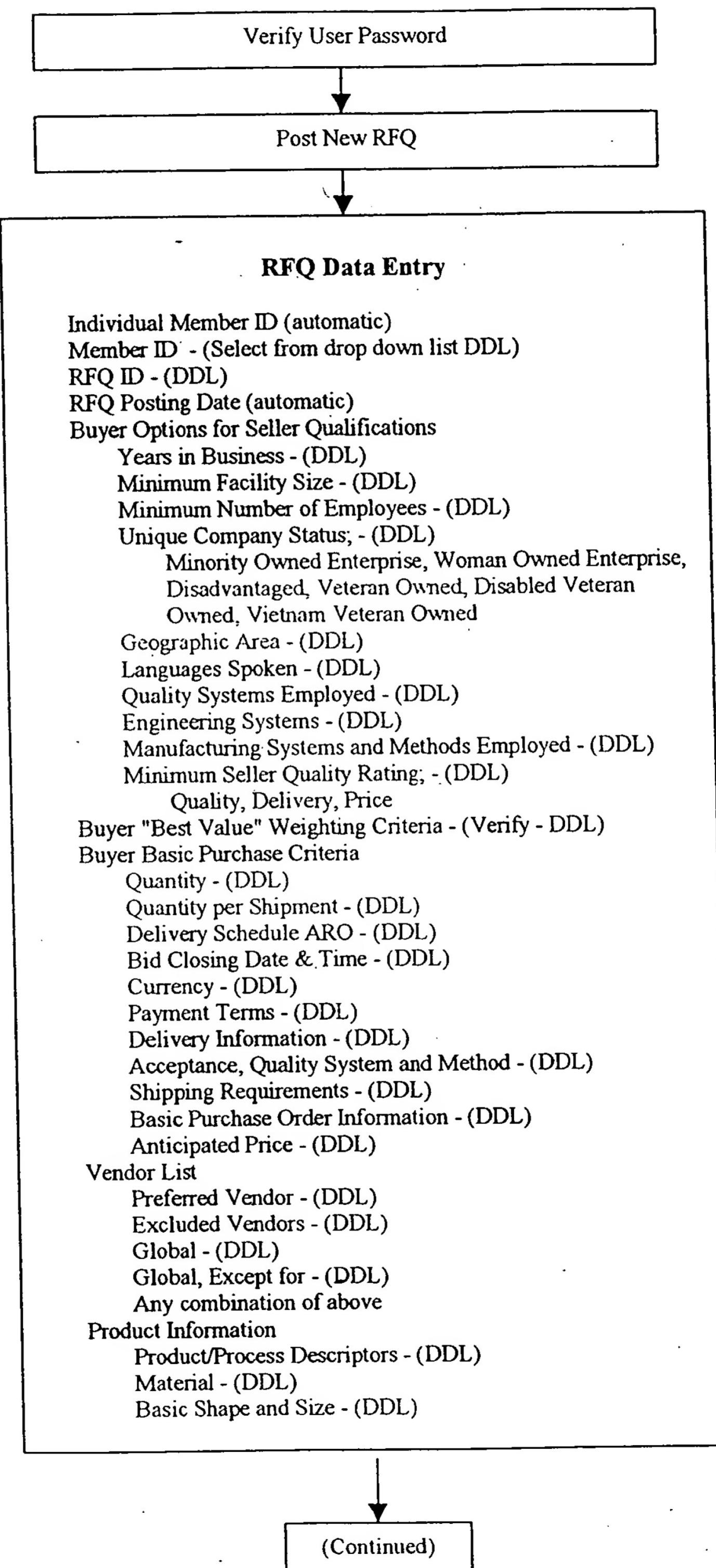


FIGURE 36a

RFQ Requests  
RFQ Responses  
RFQ Status  
RFQ Attachments  
RFQ - Review Vendor Selection

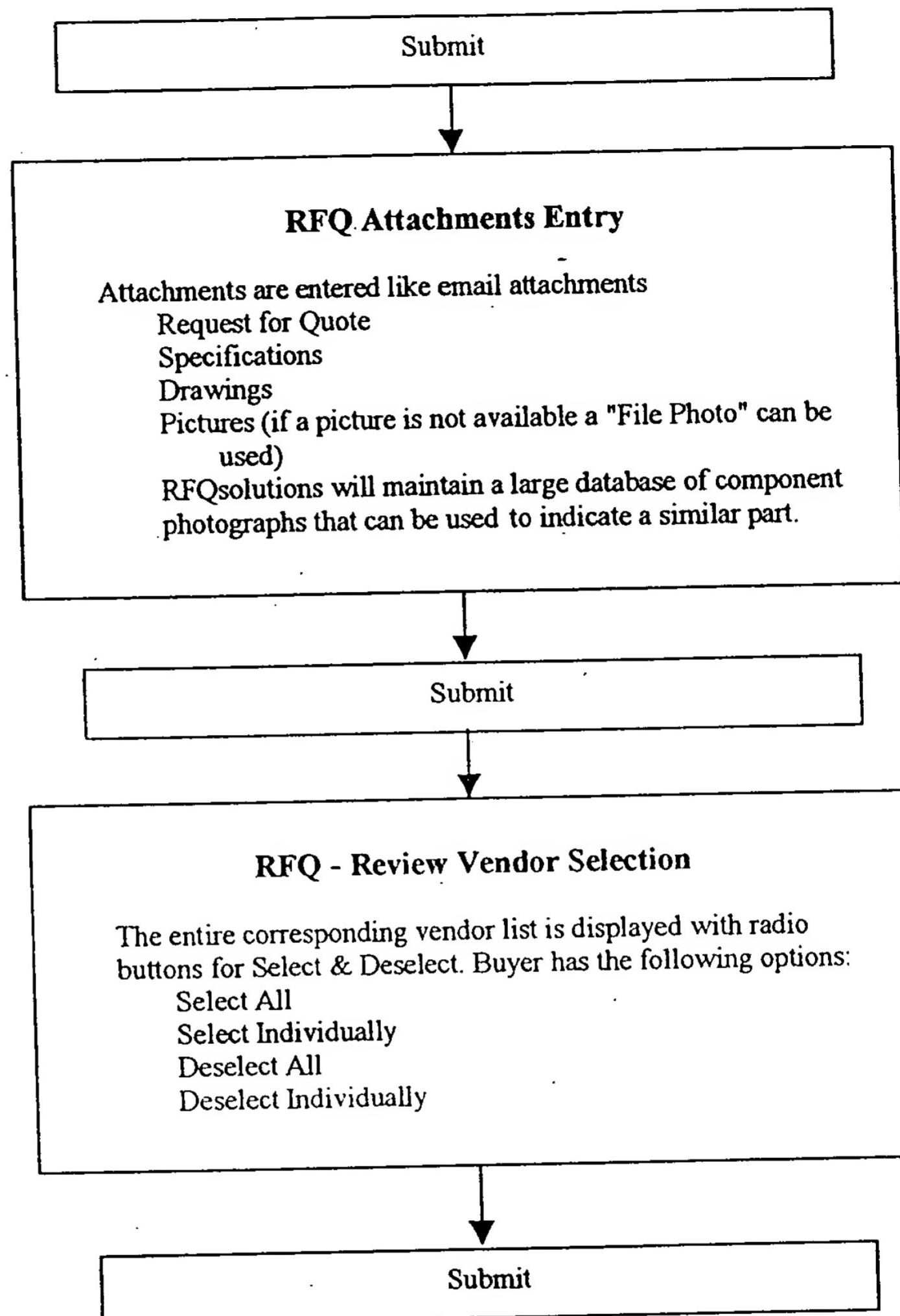


FIGURE 36b

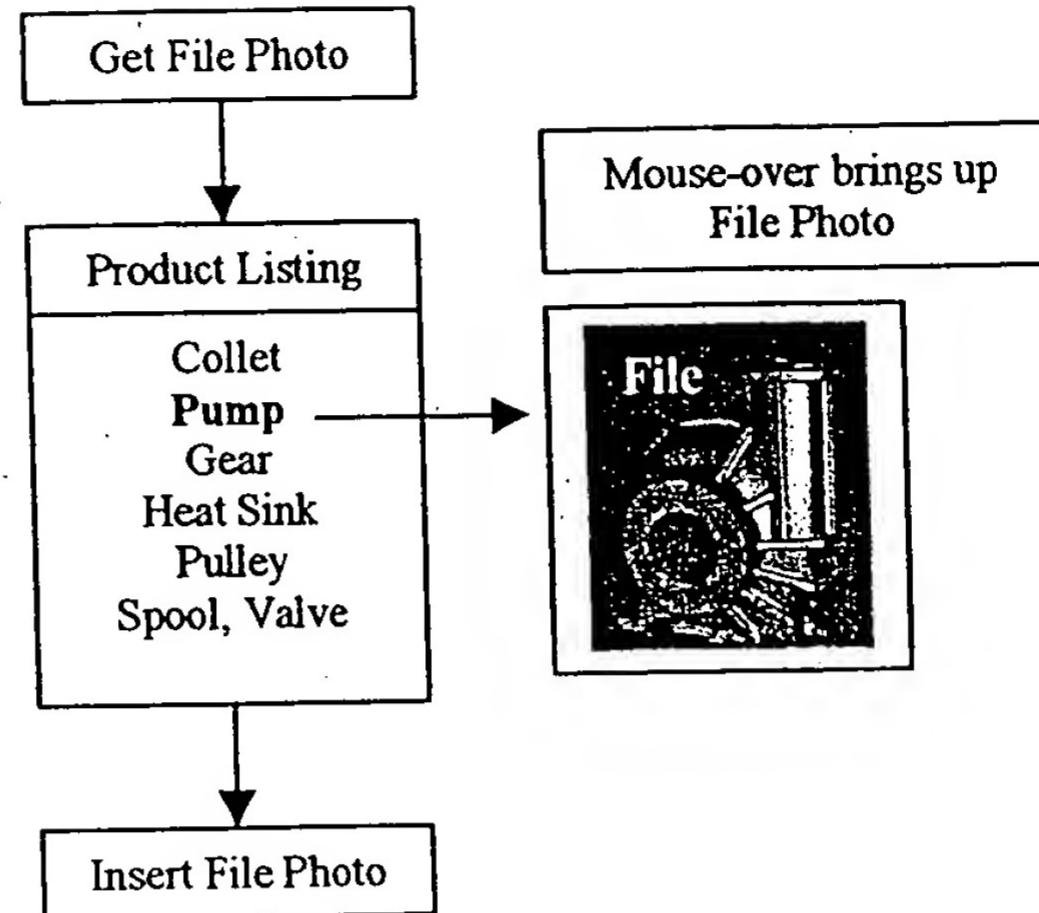


FIGURE 37

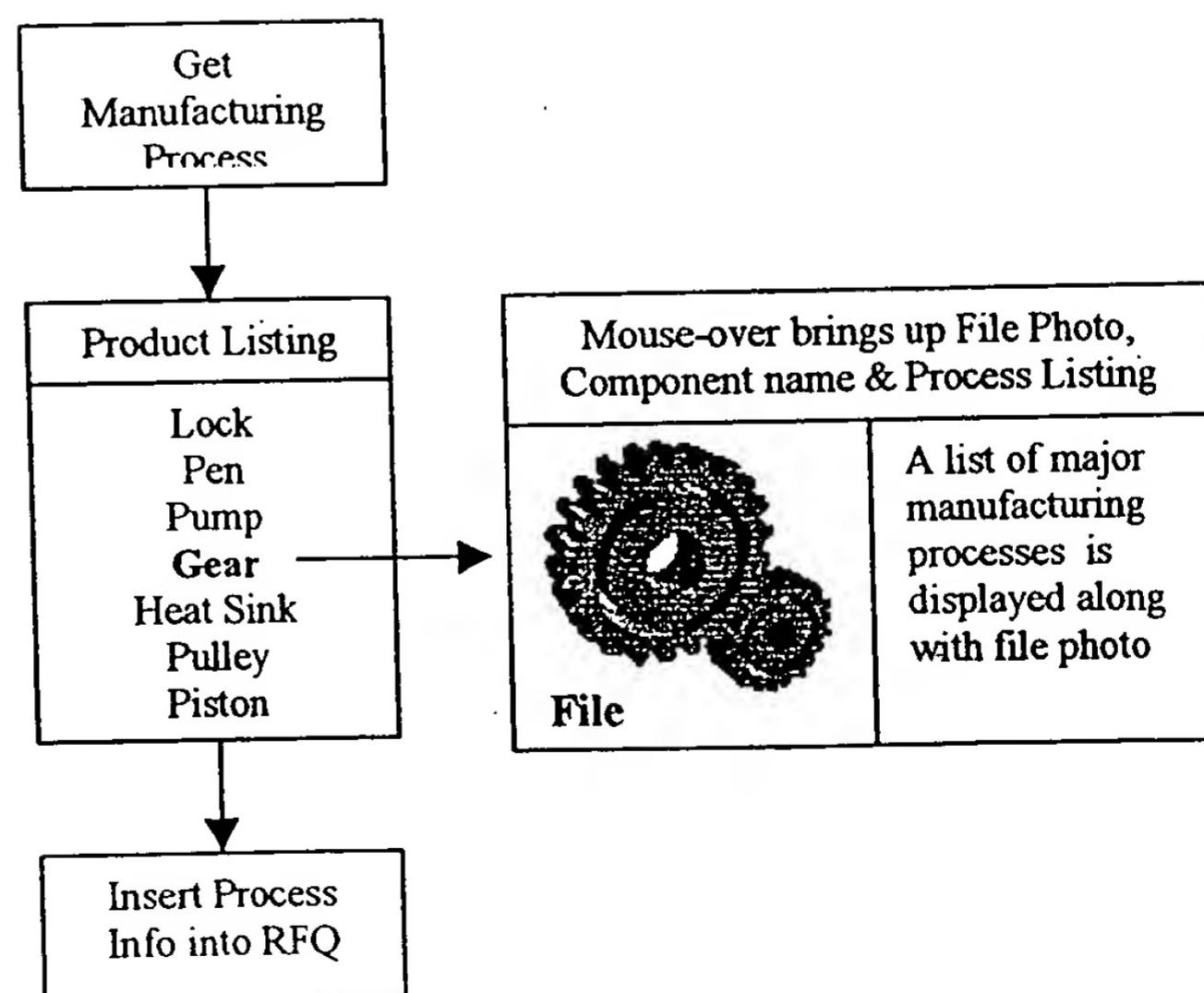


FIGURE 38

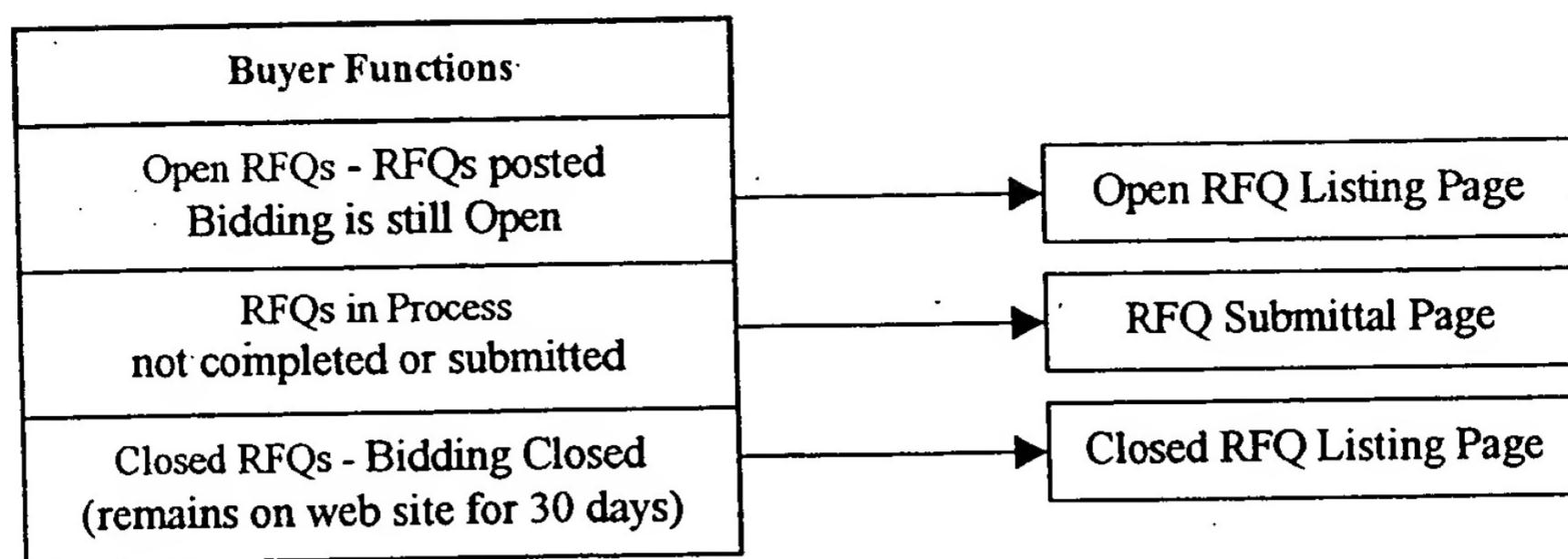


FIGURE 39

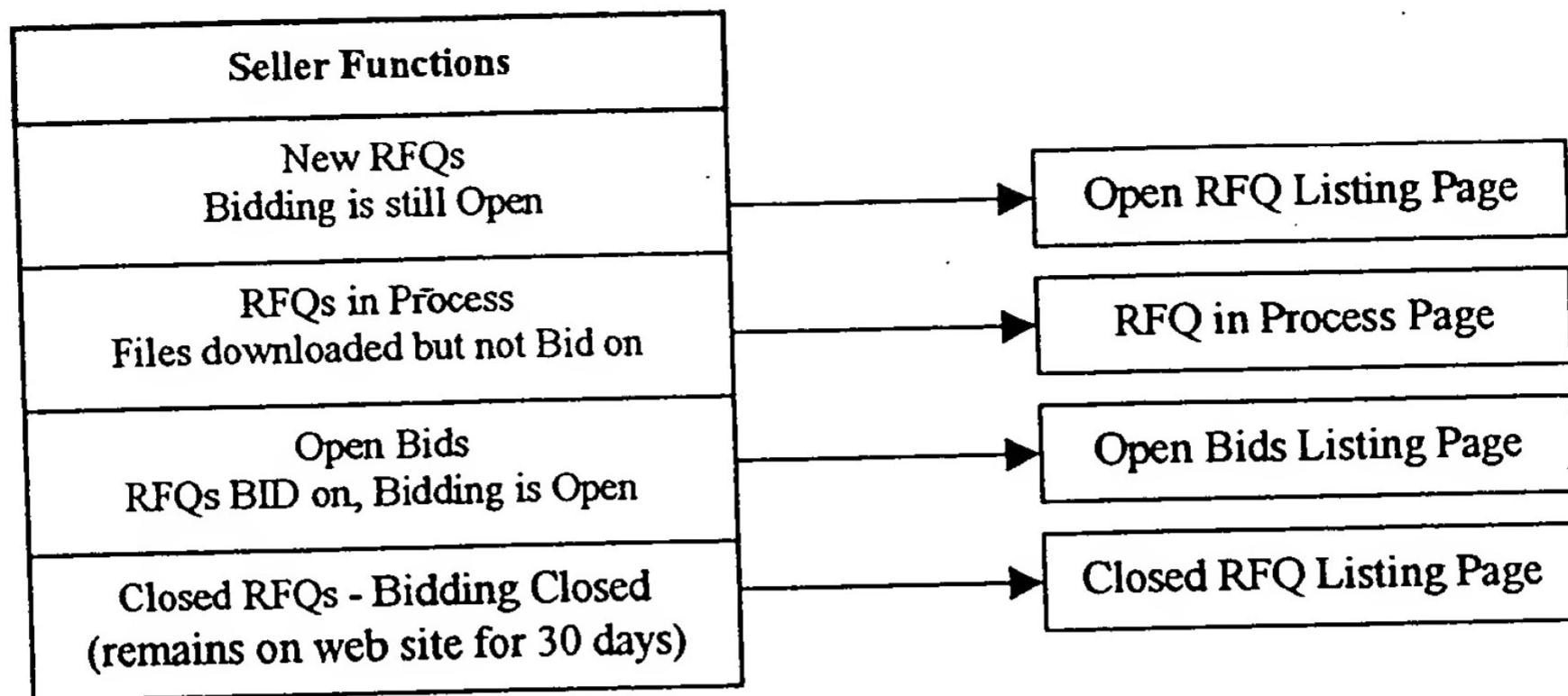


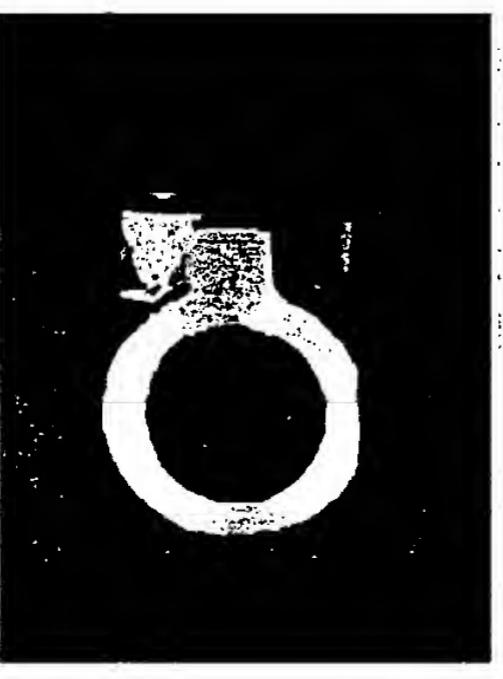
FIGURE 40



RFQ Solutions.com

Your Online Global Sales Rep

### Open Job Listing for: Toring Jye Industrial Corp

	Description: Mill, Medium Material: Aluminum Size: 5" x 5" x 5" Order Qty: 10 Delivery: 10 per One Shipment Estimated Order Value: \$800 Customer: USA     	First Delivery: 4 weeks ARO Quote Posted: 9/21/99 Quote Due Date: 1/12/00 10:00:00 AM  Quotes Scheduled: 6 Quotes Received: 3 Low Bid: \$775
	Description: Mill, Medium Material: Aluminum Size: 6" x 8" x 12" Order Qty: 240 Delivery: 20 per Month Estimated Order Value: \$26,000 Customer: USA     	First Delivery: 10 weeks ARO Quote Posted: 9/21/99 Quote Due Date: 1/14/00 9:00:00 AM  Quotes Scheduled: 11 Quotes Received: 7 Low Bid: \$25,000
	Description: Mill, Medium Material: Steel Size: 12" x 12" x 6" Order Qty: 600 Delivery: 50 per Month Estimated Order Value: \$105,000 Customer: USA     	First Delivery: 10 weeks ARO Quote Posted: 9/22/99 Quote Due Date: 2/11/00 10:00:00 AM  Quotes Scheduled: 12 Quotes Received: 3 Low Bid: \$112,000
	Description: Mill, Medium Material: Aluminum Size: 12" x 18" x 8" Order Qty: 120     	First Delivery: 12 weeks ARO Quote Posted: 9/30/99 Quote Due Date: 1/18/00 10:00:00 AM

Local Intranet Zone

FIGURE 41

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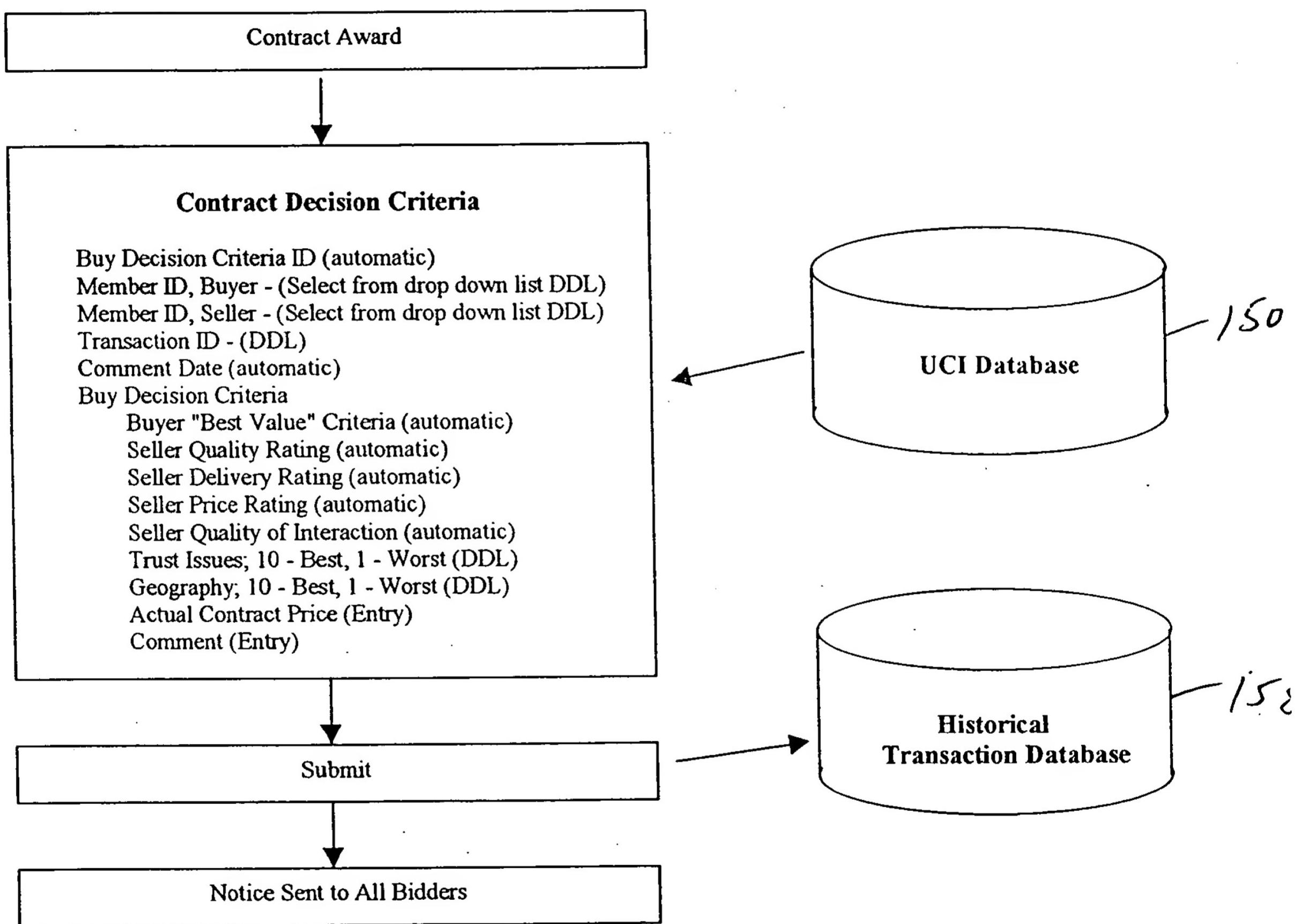


FIGURE 42

<b>Building Trust Relationships</b>	
<b>RFQsolutions - Member Profile</b>	<b>Member Web Site (Mandatory Information)</b>
<p>Photographs</p> <p>Facility</p> <p>Equipment</p> <p>Product</p> <p>Management Team</p> <p>Quality of the Management Team</p> <p>Financial stability</p> <p>Length of time in business</p> <p>Size of business measured in annual sales, number of employees, and size of facility</p> <p>Quality systems in place and Quality Ratings</p> <p>Production methods in use</p> <p>Age and type of equipment</p> <p>Overall appearance of facility</p> <p>Business references</p>	<p>Photographs</p> <p>Facility</p> <p>Equipment</p> <p>Product</p> <p>Management Team</p> <p>Quality of the Management Team</p> <p>Overall appearance of facility</p> <p>Business references</p>
<b>Independent Third Party Ratings</b>	
<p>Dunn &amp; Bradstreet</p> <p>Better Business</p> <p>RFQsolutions' Members</p>	

**FIGURE 43**

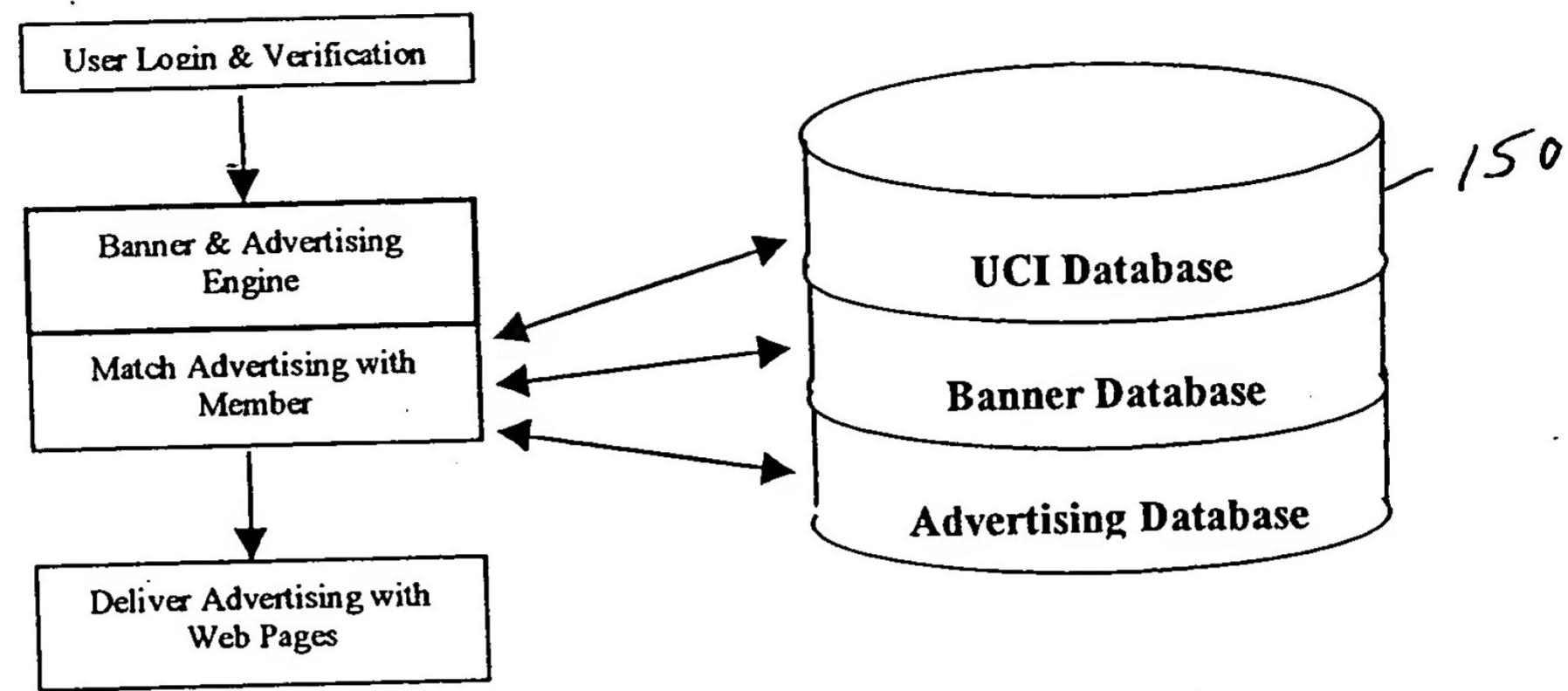


FIGURE 44

100 200 300 400 500 600 700 800 900

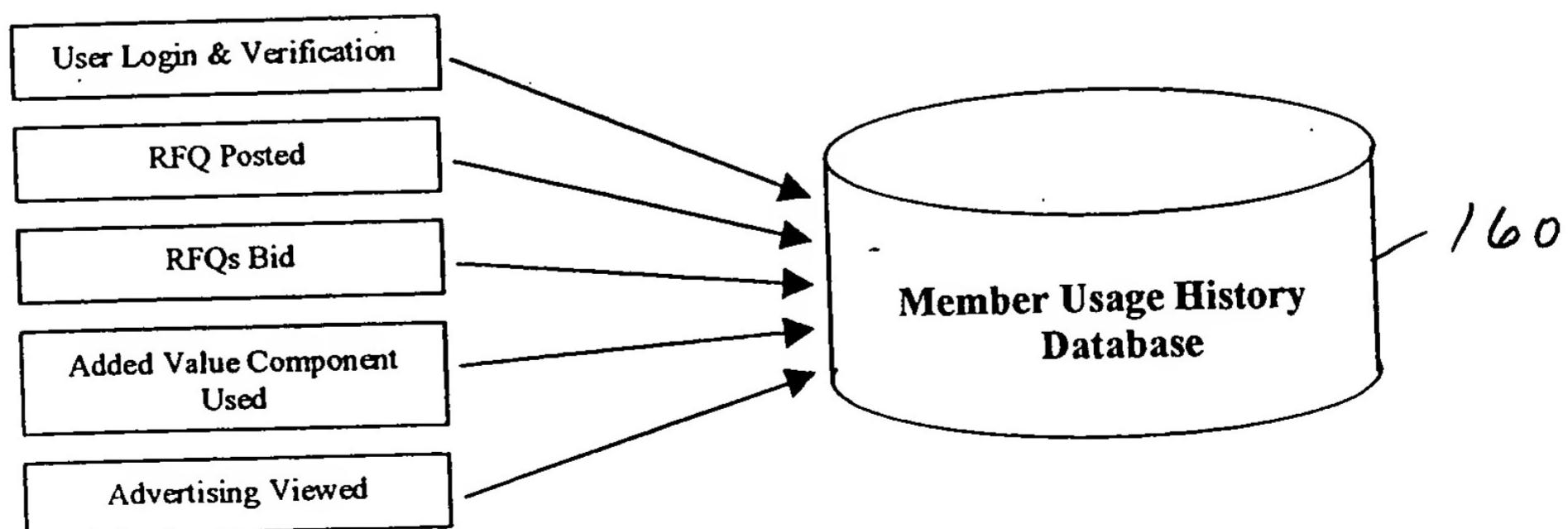


FIGURE 45

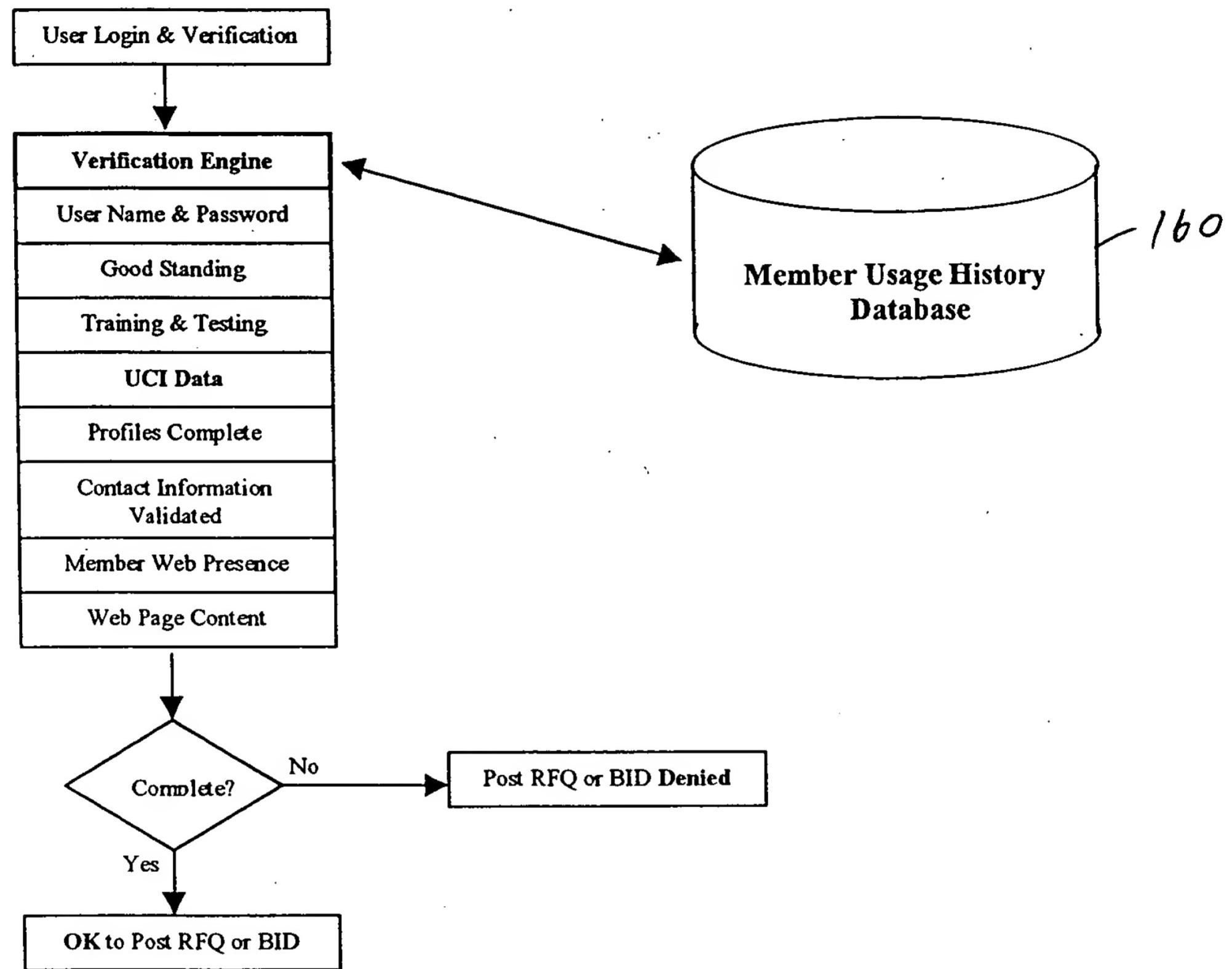


FIGURE 46

100 200 300 400 500 600 700 800 900

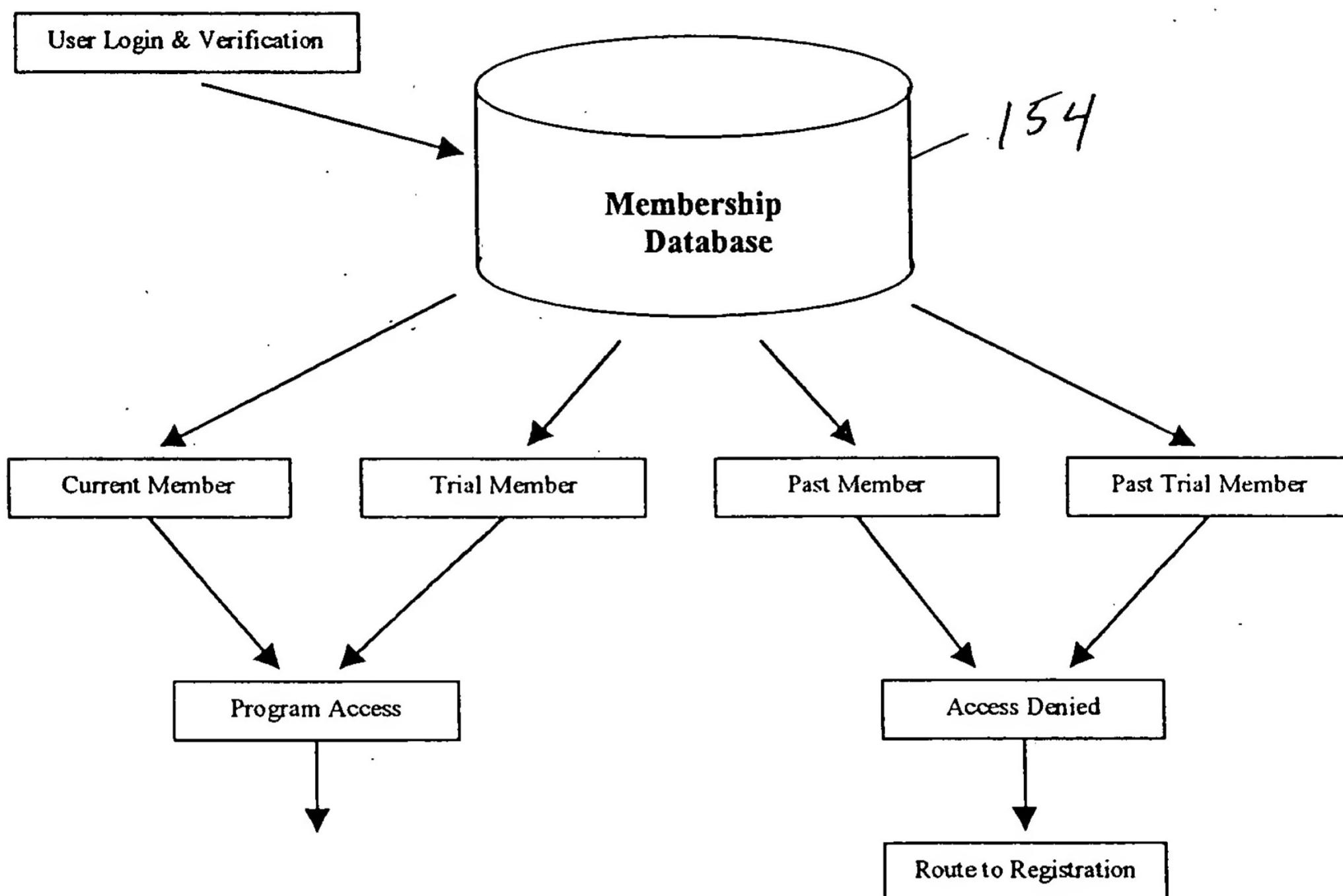


FIGURE 47